TRADE AND INDUSTRY

7 June 1973 Volume 11 No 10 10p

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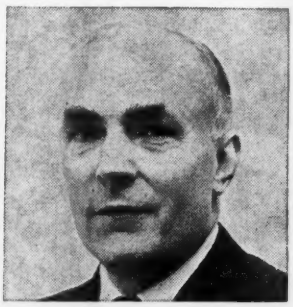
QANTAS WITH BOAC, SIA

Australia—still a major trading partner

by C. W. Wentworth-Stanley, MA, CEng, MIEE, MIMechE, Chairman of the British Council of the Australian British Trade Association



AUSTRALIA is one of the great trading nations of the world. Its GNP in 1971/72 was $A36,490 million† (about £20,000 million) and its 13 million people enjoy a *per capita* income of £1,250.

Its growing prosperity is based on expanding exports which have changed significantly from the predominance of agricultural products 10 years ago. These still constitute about half the country's exports, the remainder being made up of the products of mines and quarries ($A1,100 million) and manufactured goods $A990 million).

As a major supplier to other countries Australia is well placed to benefit from any general increase in manufacturing activity, particularly from any growth in Japan and the USA and possibly to a growing extent in the enlarged EEC. The general pattern of growth in the Australian economy over the next decade is likely to be very similar to that of the last—increasing mineral production is stimulating primary processing of metals, chemicals and petrochemicals, along with a continuing broadly based expansion in civil engineering, secondary manufacturing (particularly in consumer goods) and in the service industries (transport, telecommunications, and business and community services).

At the same time, there is a rapidly growing awareness of the problems of pollution, and major improvements in education and health services.

The market

Imports in 1971/72 totalled some $A4,010 million. Five years ago this total was only a little over $A3,000 million, 10 years ago less than $A1,800 million, and 20 years ago they were only $A1,053 million.

But Britain's share of those imports has fallen almost as dramatically as the total has risen—20 years ago she supplied over 45 per cent of Australia's needs, last year less than 21 per cent. However it must be pointed out that over that same period, British direct manufacturing investment in Australia has continued, and now totals over $A4,000 million.

Australia is a highly competitive market and British exporters face not only a growing and well-protected domestic manufacturing industry but intense sales activity by the Japanese, the USA, and many of our new partners in the EEC. It is also a highly selective market, and punctual deliveries and after-sales services are factors as important as price and quality.

† Approximate rate of exchange $A1.74 = £1.00.

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.

Preferences and advantages

Britain has for many years enjoyed preferential rates in the Australian Customs Tariff and further preferential treatment (after Australian manufacturers) in government buying. The ending of the UK Australia Trade Agreement in February 1973 brought with it the immediate elimination of preferential tariff treatment for all goods admitted under by-law (ie where no suitable equivalent was reasonably available from an Australian source) and the previous Government had set in motion a six-year tariff review programme which would among other outcomes result in the piecemeal elimination of British Preferences. The State and Federal Governments are looking closely at their policies of preferential treatment for British products.

All this will face British exporters to Australia with even greater competition from other major industrial countries, and the development of the policies of the new Australian Government over tariffs and overseas borrowings is an important factor (as is the development of their policy on overseas investment generally, ownership, take-overs, borrowings, etc., for the British manufacturing investor).

However—at least for the present—Britain is one of the major beneficiaries of the recent currency value changes. She now has something like a 15 per cent advantage relative to nine months ago. Inflation in Australia is increasing, and is expected to continue, possibly reaching the rate of 10 per cent pa by 1974. This taken with the current exchange rates could make British products more competitive.

Attention has recently tended to direct itself to the efforts of Australia to sever certain constitutional and legal ties. However very little publicity has attached to the numerous statements by Australians prominent in both political and business spheres on the importance they place on maintaining the closest and strongest possible economic and trade links with Britain—but as equals and not as mother and daughter. Mr. D. H. McKay, Secretary of the Department of Overseas Trade, whose speech opened the recent ABTA Conference in Canberra closed with these words:

'Even though our formal trade agreement has ended, the long-established trade between our two countries should continue and, hopefully, grow and prosper'.

(*continued on page 429*)

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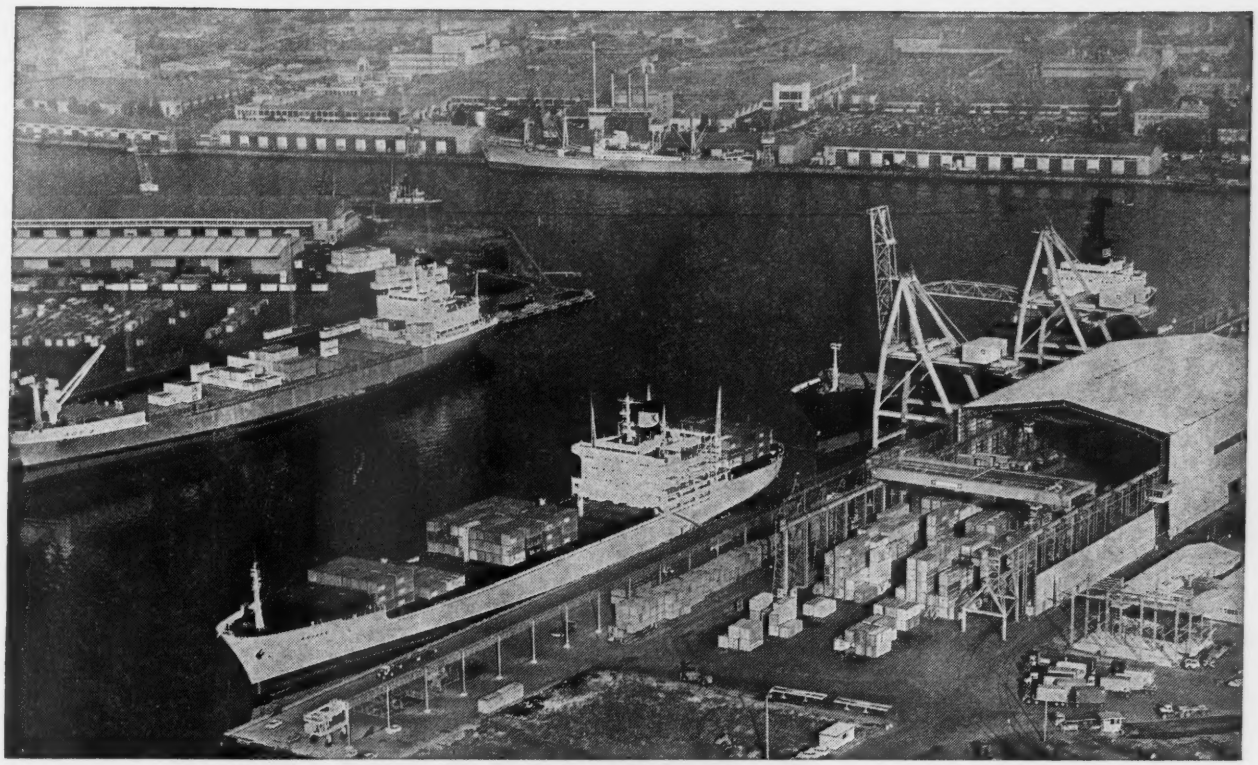

Melbourne's new container terminal, occupying a 20 acre site with a stacking area capacity for about 4,000 standard 20 ft. containers. Constructed at a cost of more than $A20 million, it came into operation in August 1972.

AUSTRALIA
continued

ABTA as a 'chosen instrument'

For the last 63 years the Australian British Trade Association has taken a leading part in promoting trade with Australia, providing those services most needed from time to time, concentrating on the problems of the Australian Customs Tariff, the provision of information, and advising on the political and economic circumstances of the day, which affect trade and manufacturing investment.

The ABTA was formed in Melbourne in 1910 as the 'Australian Association of British Manufacturers and their Representatives' (AABM). The name was changed in 1963 to meet changing circumstances. It was established to promote British exports to, and British manufacturing in Australia **and** to foster trade between the two countries.

Today it has full-time offices in Canberra (the Head Office), Melbourne, Sydney and London and part-time State Secretaries in Adelaide, Brisbane and Perth. The small but experienced staff is responsible to and supported by a number of leading Australian and British businessmen who comprise the five Mainland State Councils in Australia and the British Council in Australia.

The 70 or so State and Federal Councillors in Australia are top executives, either of Australian companies mainly concerned with importing and distributing British goods, or of Australian subsidiaries and associates of British companies. They provide a wide cross-section of industry and commerce and are always available for consultation. A representative of the British High Commission in Australia serves on each of these Councils.

We in the British Council of ABTA provide a similar cross-section of British industry (both manufacturing and service) and represent the 380 companies, trade associations, and Chambers of Commerce who form the present membership of the Association in Britain. Among our members are representatives of the Department of Trade and Industry and of the Foreign and Commonwealth office.

The British Overseas Trade Board, which has taken the place of the British National Export Council, invited the British Council of ABTA to become a chosen instrument or Area Advisory Group. The BOTB and DTI officials in consultation with ABTA are engaged in considering various proposals for a selective export drive in the Australian market, as a forerunner to a sustained effort to recover to the maximum extent the British share of that valuable and growing market.

Considerable efforts are being made to identify those product groups which have a growth potential in Australia's imports—and particularly so from Britain.

The Director (UK) of ABTA, Mr. Colin Campbell, has just returned from a visit to Australia during which he discussed the proposed export drive with officials of the British High Commission there and with State and Federal Council members and staff of the Association.

Special activities

Over and above this new role and the Association's traditional role of helping British industry with representation at Tariff Board Inquiries, with tariff classification and by-law admission matters, with agency inquiries, manufacturing joint ventures, licensing, regular newsletters, etc., there have been three activities of special note.

Investment study. In March 1972 the Association published a 170-page report on a survey commissioned by them into *British Investment in Australian Manufacturing Industry*. This survey set out to discover and report on the value of such investment to both countries as a whole, to the parent company, and to direct exports to Australia, and the value of Australia as a manufacturing base for SE Asia and other nearby markets.

(continued on page 431)

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The appendices to the report contain a considerable amount of basic information and the findings of the survey are of considerable value.

Conference. Consideration of the problems for Australia and for our trade with her, led to the convening by ABTA of a conference in Canberra in mid-February this year, with the theme 'Australia, UK and the EEC'. I have made a brief reference to this conference earlier in this article. It dealt with many aspects of Australian British trade and of investment in Australia; eight speakers each eminent in his own sphere presented addresses which stimulated searching and valuable discussions. The full text of those speeches, with summaries of the discussions, and a final summing up by a Senior Fellow of the Australian National University, has just been published as a 45-page booklet.

Overseas borrowing. The Australian Government's recent announcement on 'Limitations on Overseas Borrowing' has attracted considerable interest—perhaps even alarm. This alarm and uncertainty was felt in both countries and the ABTA invited Mr. L. K. Wilson, Manager of the Exchange Control Department of the Reserve Bank of Australia to address members of the Association both in Melbourne and Sydney. A special newsletter giving a summary of Mr. Wilson's remarks and his answers to members' questions has been published and sent to all ABTA members in both Australia and Britain.

Australia as a base

It is important that we should note Australia's growing export markets for her manufactured goods, eg South East Asia, New Zealand, the Pacific, etc., and consider them as they may affect not only joint-venture and manufacturing under licence but also our own exports to those areas.

The Association is currently working on a paper, to be published shortly, dealing with the value of Australia as a base for servicing the South East Asian and adjacent markets, and drawing on the experience of several member companies in Australia. It is understood that many British companies have been considering the possibilities of such a policy, and it is hoped that this paper will be of practical assistance—particularly after the comments made by Mr. Peter Walker following his recent visit to South East Asia on missed opportunities and poor agency arrangements in those markets.

Copies of both the reports mentioned and of the special newsletter, etc., can be obtained from the Association at either of the following addresses:

C. F. Campbell, MBE, Director (UK),
The Australian British Trade Association,
21 Tothill Street,
London SW1H 9LL.
Tel. 01-799 7447.

D. C. Douglas, OBE, Director,
The Australian British Trade Association,
PO Box 141,
Manuka, ACT 2603.
Tel. Canberra 713428.

Both Mr. Campbell and Mr. Douglas will be glad to deal with any inquiries, whether of a general or specific nature on the work of the Association, on your Company's problems, on general Australian trade and investment conditions (including take-over controls) and other Australian taxation and trade regulations.

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BOTB supporting over 100 firms at three East Europe June fairs

EASTERN Europe is the scene of three important international trade fairs in June. The British Overseas Trade Board will give its support under the joint venture scheme to well over 100 British firms at these events.

Poznan: International Technical Fair—June 10-19. There will be an officially-sponsored British Pavilion at this event. Ninety-four stand holders representing the interests of over 150 British firms will show a wide range of products including electronic equipment, mining machinery, medical equipment, feed milling machines, portable industrial power tools, shoe making machinery, motor vehicles, chemicals, rubber products, analytical instruments, electric hammers, engineering equipment, navigational aids, pollution control equipment and broadcasting equipment.

Leningrad: Exhibition of Equipment, Instruments and Means of Automation for the Pulp Paper Industry (INTERBOOMASH)—June 14-24. At this specialised Soviet event an official joint venture is being presented in co-operation with the Scientific Instruments Manufacturers Association. The British contingent will be concentrating mainly on the measurement control and instrumentation category, exhibiting scientific monitoring equipment and process control instruments. Paper-making machinery will also be represented.

Brno: International Packaging Exhibition (EMBAX)—June 25-29. The BOTB will, for the second time, sponsor a joint venture with the Institute of Packaging at this biennial trade fair which was first held in 1969 when a joint venture was organised with the London Chamber of Commerce. Exhibits this year include air shafts, dark room cameras, plate making machinery, hand tools, pressroom chemicals, rubber offset printing blankets, models of sheet cutting machines and display panels.

Inward Mission: In conjunction with the British Marine Equipment Council, in June, the BOTB will sponsor a joint Mission from East Germany and Western European countries.

More exhibitors, more visitors, more orders at 29th Interstoff

From Roger Weatherburn, Commercial Officer, British Consulate-General, Frankfurt am Main: The 29th Interstoff, which took place May 15-18, consolidated the success of earlier fairs in this series. There were more exhibitors, more trade visitors and, in the majority of cases, business exceeded expectations. British participation, spear-headed by two joint ventures sponsored by the British Overseas Trade Board in conjunction with the National Wool Export Corporation, accounted for almost 18 per cent of the 696 direct exhibitors.

Almost 23,000 trade visitors were recorded at the turnstiles—an increase of 9 per cent as compared with Interstoff of May 1972—and according to statistics kept by the Fair Authorities 59 per cent of them were from 77 countries outside the Federal Republic.

Of the 696 direct exhibitors—and this underlines the international character of the fair—75 per cent (522) were from outside Germany, 21 countries being represented. As on previous occasions, British exhibitors, 114 of them in all, formed one of the largest non-German contingents. Eighty-five British firms took part in two joint ventures. Fifty-four of them grouped in a joint venture covering textiles for womenswear and the other 31 were in the joint venture in the menswear section.

The wide and ever-increasing range of clothing textiles on show makes it extremely difficult to pick out any particular item as having made outstanding impact. Woven fabrics continued to do well, especially at the top end of the trade, and the cheaper ranges of jersey with the woven look, continuing a trend noted at the November '72 Interstoff, did well. As for prints, it appeared that those in the higher quality ranges or of particular creative design were going better than the run-of-the-mill lines; indeed, the demand for the higher qualities was a trend noticeable in nearly all sectors. Tartans, which never fail to generate a tremendous amount of interest at Interstoff, were as popular as ever.

With regard to the market in the Federal Republic, predicting trends in colour and style remains a problem for British manufacturers. The Fair was also overshadowed to a certain extent by less than wholehearted acceptance of last year's styles which left many traders with relatively high stocks. In those circumstances the generally higher level of orders represents an achievement.

With one or two exceptions, the serious inquiries received followed the pattern of interest in British exhibits set at previous fairs in this series. UK buyers were more in evidence than before and certain British exhibitors reported substantial business with some of their home market customers. United States buyers were a little hesitant, probably due to the international currency situation, whereas Japanese buyers were numerous and active. High quality British woven cloth attracted a lot of their attention. EFTA buyers were still prominent and there was evidence of increasing interest amongst the founder member countries of the EEC.

Most British exhibitors agreed however that the key to the Federal Republic market has still to be found. Success in the Federal Republic appears proportionate to the effort expended. It was clear that those firms who have effective agency arrangements and give regular support to the market are beginning to make headway. Those firms which ensure prompt delivery by holding stocks in mainland Europe are also making progress. But it is becoming clear with regard to the Federal Republic that simply to exhibit at Interstoff twice a year is not enough.

By the time the Fair closed its doors at the end of the fourth day, the consensus was that the volume of business done, as well as the number of samplings and the quality of inquiries received, had exceeded expectations. Interstoff has enhanced its position as an extremely important trade fair in its field.

Buyers on one of the British joint venture stands in the menswear section at Interstoff.

NY show points to good sales for British cars

From David Clayton, British Trade Development Office, New York: More than 30 British cars from four manufacturers occupied a prominent position at the 17th International Automobile Show held at the New York Coliseum April 7-15. The firms making-up the official British group, sponsored jointly by the Society of Motor Manufacturers and Traders and the British Overseas Trade Board, were BLMC, Lotus, Jensen Motors and TVR Engineering Ltd. This was the 5th year that a major British exhibit had been presented at the show.

Making its New York debut was the BLMC Marina, now being introduced in the American market after going through a long and exhaustive road-testing programme in all varieties of American weather and conditions. First reactions from dealers and public alike have been favourable and BLMC are confident that the Marina will be able to compete with the Japanese compact cars which in recent years have captured a large share of the American market.

Other BLMC models on show included the perennially popular Jaguar range, the emphasis this year being on the three models powered by the V12 engine, and the MG and Triumph ranges which are still in as great demand as ever in America.

Lotus have just enjoyed one of their best years ever for sales and the prospects for the current year are even brighter.

Two Interceptor IIIs and two Jensen-Healeys made up the Jensen exhibit this year.

Despite cost increases which have pushed up the price of the Interceptor to over $15,000, this handsome sports car remains in demand and orders were taken during the show.

One of Britain's smaller manufacturers of specialist sports cars, TVR Engineering Ltd. of Blackpool, has been a regular participant in the British exhibit at the New York show. This year the firm displayed only one model, the 2500 M, but a production chassis stripped of its bodywork was on show to illustrate the complex engineering that lies beneath the streamlined exterior.

Not part of the official British group but exhibiting independently or through local distributors were Rolls-Royce Motors, Joseph Lucas and Smiths Industries. In addition to the authorised Rolls-Royce dealer exhibit, a local entrepreneur had on display two matching, reconditioned Phantom V limousines with James Young bodywork, luxuriously appointed and offered at a quarter of a million dollars the pair. The exhibit attracted many admirers but no takers.

The absence of three of the 'Big Four' American manufacturers made this year's even more of an import car show. The Japanese were very much in evidence, as also were the Italians and French. But a surprising absentee was Volkswagen, still the largest-selling imported car in America. Among the newcomers, the Soviet-made Lada attracted much attention, although there are no immediate plans for selling this car in the United States.

The British exhibitors all expressed their satisfaction at the public interest shown in their products. Despite the very real problems that impending Federal anti-pollution and safety regulations are causing both domestic and foreign manufacturers, 1973 promises to be a good year for British car sales in the United States.

British ambulance is sold off stand at medical show

From D. Montgomery, Commercial Dept., British Consulate-General, Zagreb: This was the seventh in the series of international Medicine and Medical Aids exhibitions, incorporating Interlabor, covering the field of laboratory equipment to be held in Zagreb. But 1973 marked an important departure from the previous occasions in that the exhibition was staged as an entirely separate and specialised event. There is little doubt that the confidence of the organisers in taking this step was fully justified.

The exhibition was patronised by some 300 exhibitors from 20 countries, including Yugoslavia, and although it was open to the public the overwhelming majority of the 70,000 visitors who went to see it consisted of doctors, nurses and others in the various hospital medical, public health and related fields.

The sizeable British stand, organised by the British Overseas Trade Board and the British Surgical Export Group, occupied a dominating position in one of the main pavilions. Eighteen British firms combined to present a wide variety of products ranging from a fully-equipped ambulance, through a myriad of precision surgical instruments, to the latest in 'disposables', to mention but a few of the products on display.

The British team got off to a good start when the Ford Granada ambulance conversion, being exhibited by Herbert Lomas Ltd., was sold actually off the stand, before the exhibition had been officially opened! This firm received two more firm orders for similar ambulances and a number of serious inquiries for others before the exhibition closed.

For the other exhibitors on the official stand the first two days were rather quiet in terms of serious inquiries or firm orders but the story was very different during the ensuing four days when there was a steady stream of visitors to the official stand. These consisted mainly of hospital doctors and nurses and representatives of Yugoslav medical authorities and medical research and teaching organisations. Apart from the 18 UK firms on the official stand, a number of other British suppliers exhibited individually.

The obvious success of this event will no doubt have encouraged both organisers and exhibitors to look forward with enthusiasm to June 1975 when the next exhibition is to be held—again as a separate self-contained specialised event. The 1975 exhibition has been timed to coincide with the holding of the World Hospital Congress meeting in Zagreb at that time.

Part of the British Joint Venture stand at the Milan Carpet and Furnishing Textiles Fair. Mr. L. C. W. Figg, HM Consul-General, Milan (second from right) and Mr. F. B. Holroyd, Vice-Consul (Commercial), Milan (centre), are seen with executives of Walker and Clark Ltd.

British carpets and textiles draw praise in Milan

From W. B. J. Dobbs, Consul (Commercial), British Consulate-General, Milan: Strong British participation by 20 companies, supported by the British Overseas Trade Board on Joint-Venture terms, made a striking impact at STAR '73 held in the Fiera Campionaria grounds, Milan, May 17-21. STAR is now recognised as the leading Italian fair in this specialised field.

Two groups, sponsored respectively by the British Carpet Export Promotion Council and the Household Textiles Association, were strategically located inside one of the exhibition's main entrances.

Exhibitors and buyers alike were enthusiastic about the stand design and standard of workmanship, which also drew flattering comment from Senator Giulio Cesare Orlando, Under-Secretary of State at the Italian Ministry of Foreign Trade, who performed the opening ceremony. The Minister praised the British industry's initiative, unmatched by any of Italy's other partners in the EEC.

The expanding significance of this exhibition as the main showcase for the Italian market can be surmised from the more than twofold increase in the numbers of exhibitors over the 1972 event. In Italy, the fitted-carpet boom has only just begun to gain momentum and profitable growth is expected in this sector.

Several members of the Household Textiles Association group reported highly satisfactory sales and useful contacts and it is to be hoped that the British presence will be increasingly felt at future editions of this specialist exhibition.

UK exhibitors find key to Chicago security show

From Maurice Sullivan, British Consulate-General, Chicago: The International Security Conference and Exhibition was held at the Conrad Hilton Hotel, Chicago, May 21-23. The conference attracted specialists in the security business from all over the United States and other countries including Japan, Germany, Sweden, Hong Kong, Canada, South Africa and Britain.

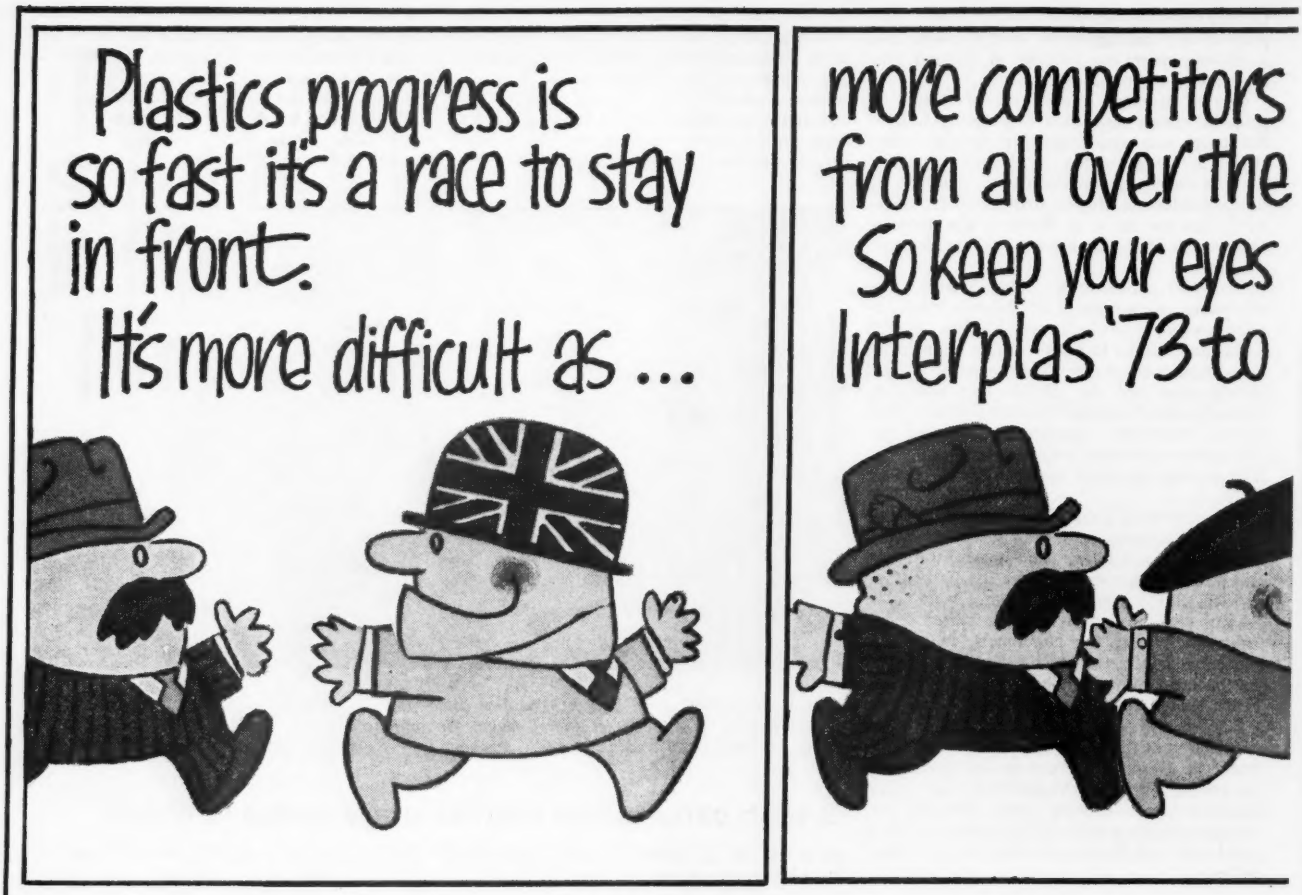
The many aspects of security covered by the specialised talks by experts at the conference ensured the right people were in attendance at the very successful exhibition run in conjunction with the conference. In fact, the conference and exhibition is open only to those firms and persons in the security business—not to the public.

In all, approximately 200 firms exhibited their products which ranged from the better known locks and security fittings to the more sophisticated audio signalling, sensors, and microwave equipment. The Burns detective agency, one of America's oldest security services, was amongst the exhibitors.

Britain had nine firms exhibiting in a Joint Venture supported by the British Overseas Trade Board and sponsored by the London Chamber of Commerce. All agreed that this, the first joint venture at this show, was a great success. Some 2,000 inquiries were received by the British firms and one firm took an order for $80,000 on the first day. The equipment on the well-organised British stands was of a high quality and technical innovations were remarked by many of the visitors as being well above the normal run of equipment at the show.

The British contingent was the largest foreign display, followed closely by the Japanese.

This first joint venture was more in the nature of an experiment in that most of those taking part were there to test the market and/or to find agents or distributors. These objectives were all achieved and now the British firms will be assessing the results for the necessary follow-up action in order to cash in on the many contacts they made during the very concentrated three-day event. Without exception, exhibitors stated their intention to attend the show next year.


Plastics progress is so fast it's a race to stay in front.
It's more difficult as ...
more competitors from all over the
So keep your eyes
Interplas '73 to

London is the plastics centre of the world for nine days, from 20-29 June, and those with a serious interest in this £10,000 million-a-year industry will be there to see seven hundred exhibitors – over 50 per cent from overseas – cover 43,500 square metres of exhibition space to show their latest ideas.

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Requests for further information should be addressed to:
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At the Warsaw International Book Fair, Mr. James Ellis, Butterworth Group (leaning on showcase), helps a customer with an order.

Warsaw fair stimulates book trade

From G. J. B. Williams, British Embassy, Warsaw: The 18th Warsaw International Book Fair was opened on May 12 by the Polish Minister for Culture, Mr. Wronski. This year's fair, the second most important in the European book trade calendar, was larger than ever, with 265 exhibitors from 23 countries taking part, displaying books from over 1,500 publishers on 265 stands.

As usual, there was strong British representation with 21 firms, including two newcomers, plus a well-stocked British Council stand displaying a representative selection of the output of the British book publishing industry.

Most business done by Western firms at the fair is in straight sales of books. However, interest in the purchase of subsidiary rights for publishing foreign language editions of British books was much greater this year and claimed a good deal of attention.

On the whole, British participants were well pleased with their book export figures to Poland. The export figure for 1972 was nearly 100 per cent up on the 1971 figure. One British firm of scientific and medical publishers reported trebling its turnover during the period. The overall figure comfortably exceeded, as the State import organisation Ars Polona Ruch pointed out, the figure in the Anglo-Polish trade agreement. This should be taken in the context of international competition, where, for instance, the West Germans support their book trade exports to Poland with a 30 per cent subsidy.

While this increase, even taking account of the present rate of inflation, is good, there are still some difficulties regarding the sale of subsidiary rights. Mr Rayner Unwin, vice-president of the Publishers Association of Great Britain and deputy chairman of the Book Development Council, stressed this during his visit to Warsaw. There is a considerable and increasing demand from Polish publishers to manufacture Polish language editions of British books. However, payment is sometimes made partly in sterling and partly in non-transferable zloty, and there has been a tendency for the proportion of non-transferable zloty to increase.

It is to be hoped that this problem will soon be resolved, since it appears highly likely that the tremendous growth in recent months of Polish imports of machinery and technology from the West, coupled with the rapid development of the economy, will lead to a corresponding increase in demand for Western books and book rights in the fields of science, technology and language teaching.

It was interesting to note that the first approaches by British publishers to exhibitors from the USSR were made at this fair. Since the USSR is shortly to become a signatory to the international copyright convention, the possibilities of developing a normal book trade between Great Britain and the USSR are being actively considered. It is one of the virtues of the Warsaw International Book Fair that it allows developments of this kind to be explored.

British buoyant at Detroit Show

From E. W. Busby, Consul (Commercial), British Consulate-General, Detroit: Recent upturns in the US economy were responsible for the mood of buoyant confidence which prevailed at the 1973 International Tool and Manufacturing Exposition and Conference held in Detroit, May 7-11, at which 17 British manufacturers exhibited machine tools and related equipment.

They were participants in the ninth joint venture at this event, under the combined sponsorship of the Machine Tool Trades Association supported by the British Overseas Trade Board.

The exhibition covered a total area of 220,000 square feet, recorded attendance was 28,249 and 342 exhibitors displayed products of approximately 450 foreign and domestic manufacturers.

Twelve of the British exhibitors already had US agents who either manned, or assisted at, their stands and the remaining five companies were at the show to investigate the market potential for their products and to seek representation in the USA.

Among exhibitor representatives in the latter category were: Mr. A. L. Whitwell, managing director, Whitwell Electronic Developments Ltd.; Mr. J. R. Thompson, deputy managing director, Richard Lloyd Ltd.; Mr. D. A. Briggs, sales manager of Pressabrade Ltd.; Mr. W. Drake, director of Taylor and Jones Ltd.; Mr. P. G. Wetton, export manager of Herbert Small Tools and Equipment Ltd.

Among the exhibitors already established in the USA, T.I. Ltd. machine tool division's American subsidiary, Matrix-Churchill Corporation, took orders at the show for all eight types of machines on display and Mr. Charles Tearne, sales director, estimated sales generated directly from the exhibition at $960,000. Two other British machine tool manufacturers taking part in the show to support their existing US agents were Beaver Machine Tool Export Ltd., whose display of milling machines included a new model with numerical control, and EMI-MEC Ltd., who showed a number of automatic lathes.

Other exhibitors who expressed pleasure at the number and calibre of inquiries were Mr. H. Stuart, sales director of Z. Brierley Ltd., who sold half of the drill-grinding machines on the stand; Mr. Cliff Fromm, president of F. and S. Engraving Inc., US distributor for Edward Pryor and Son Ltd's range of stamps; Mr. L. M. Halleck, vice-president of KTS Industries Inc., US distributors of the Startrite range of metal cutting band saws; Mr. John W. Boneham joint managing director, Boneham and Turner Ltd.; Adcock-Shipley Ltd.; Mr. Derrick Tuck, vice-president of James Neill (Sheffield) Ltd's US subsidiary; Mr. D. Rodgers, sales manager, Delta Ackworthie Machine Tools Ltd.; Mr. R. G. Bowers, director, T. Bowers and Company (Toolmakers) Ltd.; Mr. William L. Sims, OBE, chairman and managing director, Wadkin Machine Tools Division of Wadkin Ltd.

The 1974 SME Conference and Exposition will be held in Philadelphia, April 29-May 3.

Twenty countries at Oslo marine exhibition

From E. V. H. Cooper, British Embassy, Oslo: Well over 300 exhibitors from 20 countries took part in the fourth International Shipping Exhibition, Nor-Shipping '73, which was staged at the Trade Fair Centre, Oslo, last month. Running concurrently with the exhibition was a two-day international shipping symposium on 'Offshore Activities—Problems and Possibilities'. The exhibition was officially opened by HM King Olav and attracted about 11,400 trade visitors, who made close on 19,000 visits. It was not open to the general public.

The centre, with its 9,600 sq. m of space plus a further 2,000 sq. m made available in the grounds, was fully utilised. The wide international participation reflected the importance of the exhibition as a maritime congress and Norway's stature as a shipping nation. On show were the products and services of 677 concerns and 25 nations. Countries with trading organisations participating in national pavilions were Bulgaria, East Germany, Poland, Denmark, Japan, Spain, Italy and Britain, and for the first time, USA and Brazil. The design of the British stand was outstanding. It was in two sections with basically an open plan arrangement. The bright red carpet and many models created a focal point for many visitors.

The main British effort was mounted by the Shipbuilders and Repairers National Association in a joint venture with the British Overseas Trade Board. The site occupied a total area of almost 600 sq. m. One of the sections responsible was formed by eight groups and companies responsible for 80 per cent of British shipbuilding output. This section was designed as a miniature exhibition in itself: once inside the perimeter visitors were able to see all exhibitors without stepping outside the area. The other section was formed by individual stands occupied by 12 companies representing a wide range of marine interests.

Of particular interest was the scale model of a submersible shown by Vickers Limited, and a model of the *Vistafjord* a 25,000-tons gross Norwegian cruise ship built by Swan Hunter Group Ltd. and delivered just after the close of the exhibition, an impressive five months ahead of schedule.

The exhibition was principally a 'flag-flying' exercise, but a number of companies were asked for quotations or given definite orders: Polar Chemicals Limited, for example, claims to have received firm orders worth about £250,000.

Bristol Channel Ship Repairers Ltd., unable to get a stand in the exhibition, chartered a 50-year-old Thames sailing barge *Northdown*, sailed it to Oslo and berthed opposite the Oslo city hall from where invited visitors were taken on sailing trips in the fjord.

There were 4,000 more visitors to the exhibition than in 1971, when it was last held. Nor-Shipping is next scheduled to take place in 1975. Inquiries are already being made for space and although extensions to the trade centre are being planned, good sites are likely to be at a premium.

EXPORT BUSINESS

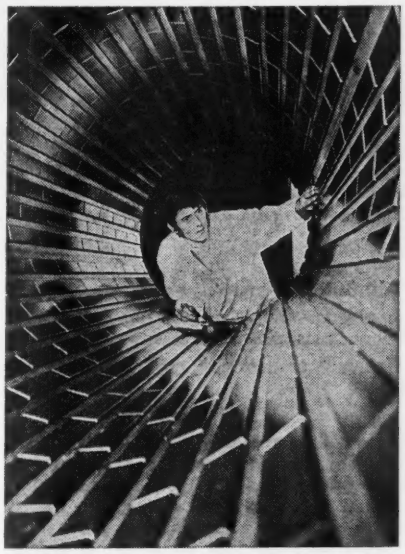
South Africa buys £½m colour TV studio equipment from EMI

THE South African Broadcasting Corporation has announced its decision to buy £½ million worth of television studio equipment from Britain's EMI group as part of its comprehensive programme to introduce colour television in the republic. The television division of EMI Sound and Vision Equipment Ltd., Hayes, Middlesex, is to supply vision mixing consoles for production studio control rooms and a massive electronic switching system for routing both vision and sound signals throughout the television complex being built at SABC's Broadcasting Centre in Johannesburg.

The signal routing system will be computer assisted, enabling many of the TV centre's day-to-day switching operations to be carried out fully automatically. Because of its size and complexity, the installation will be one of the most sophisticated ever used in world broadcasting circles.

Both studio mixers and the routing system are based on EMI's 7000 series of versatile studio mixing and switching equipment. The modular concept of this high performance solid-state equipment enables studio systems to be tailored easily to meet customers' specific requirements.

EMI is supplying 12-channel vision mixers for six initial studios at the Johannesburg television centre, although SABC is to increase its studio capacity to 17 eventually. In addition to four studio cameras, each mixer will have facilities to call on material from six remote video sources, including the video tape and telecine centres. Each of these six input positions will be equipped with facilities enabling both video tape and telecine machines to be controlled from the studio.



The Engineering Products Division of BTR Silvertown Ltd., Burton-upon-Trent, has won a second export order to Russia, worth £104,000, for eight segmental cutless bearings for two of the world's largest icebreakers. The contract—the second of its kind to be received direct from Russia—has been signed with V/O Sudo Import by a BTR Silvertown representative, in Moscow. The order follows previous deliveries to the USSR.

GEC motors for New York generating station

GEC Machines Ltd. of Rugby, Warwickshire, is manufacturing 14 large ac motors for auxiliary drives at the Astoria generating station of the Consolidated Edison Company located in the Queens area of New York City.

The motors are all of the cage induction type, suitable for use on a 6,600 volt, 3-phase, 60Hz supply system.

The contract, valued at approximately $1,200,000, was placed by Ebasco Services Inc. of New York, the consultants for the Consolidated Edison Company.

Shipyard to build biggest tug

WORLD'S biggest tug is to be built by Robb Caledon Shipbuilders Ltd., of Dundee and Leith, and a second similar vessel will be constructed in South Africa to the Scottish Group's design.

Of 20,000 bhp, the tugs are for the South African Marine Corporation Ltd. and while design details are still being worked out, Robb Caledon says it is clear that the vessels will be—by a substantial margin—the largest of their type ever constructed.

The vessels are being designed not only for towing and salvage work but for pollution control. They will be able to go to the scene of any incident at a speed of 20 knots and will be fully equipped to take any steps to reduce possible pollution, after which they will tow in the casualty. A bollard pull of 150 tons is to be provided.

It is expected that the first vessel will be built at Robb Caledon's Leith yard. The second vessel will be built by James Brown & Hamer Ltd. of Durban. Robb Caledon will be responsible for the design and performance of both vessels.

Oman's £7m telecommunications

CONSULTANCY agreement for a £7 million telecommunications complex in Oman has been awarded to Cable and Wireless Ltd.

The company has been carrying out planning and viability studies in the rapidly developing Arabian Sultanate for the past two years and the new system, among the most advanced in the world, is due to be ready for service in three years' time.

Mr. R. W. Cannon, Executive Director of Cable and Wireless with special responsibility for the Arab world, said the Oman agreement was signed by His Excellency Abdulhafidh Salim Rajeb, Minister of Communications and Public Services.

The scheme will provide the country with a completely modern telephone system transmitted over a complex of coaxial cable and microwave links. Public telegraphy and telex will also be handled by the system and in addition it is capable of handling data transmission and television if this is required.

Cable and Wireless will be responsible for supervision of the work of all contractors and for acceptance testing of equipment, as well as consultancy functions for the entire system, including buildings.

Costain & Press £2m deal

A £2 million contract has been awarded to Costain & Press International Ltd. in association with Mohandessi Iran Co. IECC to build a lubricating oil plant near Tehran.

The plant will be adjacent to the existing Tehran Refinery at Rey, some 20 kilometres from Tehran, and is for the National Iranian Oil Company. It is designed and engineered by C. E. Lummus and will have a capacity of approximately 100,000 tons of lubricating oils annually.

The contract involves erecting and installing steelwork, vessels equipment, piping, instrumentation, electrical, insulation, painting and some civil works. Work has commenced and completion is anticipated early in 1974.

Taylor Woodrow overseas works

A CONTRACT valued at over £¾m (A$1.3m) has been awarded to Taylor Woodrow International Ltd. by the Public Works Department, Western Australia, for a 700 ft. long berth, for accommodating general cargo vessels at Port Hedland, to be completed by the spring of 1974.

A reinforced concrete deck slab will be supported on open tube piles. The 52 ft. wide wharf apron will be connected to the shore by three 50 ft. wide, 77½ ft. long, approach ramps and a mooring dolphin will be located 190 ft. from the seaward end of the berth.

Taylor Woodrow has also been awarded a contract for the construction of the foundations, transfer stations and the tippler pit for coal handling facilities at the railhead and marine terminal at Hay Point, Queensland.

A contract valued at about £840,000 (£Nigeria 1.38m) has been awarded to Taylor Woodrow of Nigeria Ltd. by the Ministry of Works and Survey, Sokoto, North Western State of Nigeria, for the construction of 48 flats in eight three-storey blocks.

British diesel for new German harvester

THE 6-cylinder 6.372 agricultural diesel of Perkins Engines Ltd. has been chosen as the power unit of the new Claas Jaguar 60 SF, a self-propelled precision chop forage harvester developed from the well proved Jaguar 60.

The new machine can cope with up to 70 tons of chaff an hour. Versatile, it can cope safely with irregular or over-width rows, and its pick-up attachment is equipped with four bars of tines.

The Claas Jaguar 60 SF is designed to meet the demands of the most severe usage. The Perkins engine falls into the same category of adaptability to rough usage. It is a long life, dependable unit, economic to run and easy to maintain. Its intermittent gross rating is 120 bhp at 2,500 rev. min.

Dutch company wants two more machines

Two machines have been supplied to the Netherlands by Moon Brothers Ltd., Birkenhead, one of Europe's largest manufacturers of can, drum and silencer making equipment.

The customer, Pielkenrood NV, already operates a Moon Brothers' model YF press flanging and curling machine, tooled to curl two different drum diameters. The machine was supplied at a time when the company required only additional flanging capacity, but was manufactured with a view to the eventual extension of the equipment into a full line.

Pielkenrood has now decided to expand further and the new machines, with additional conveyor equipment, complete a fully automatic drum line for the production of standard 200-litre oil drums at rates of up to 600 an hour.

Further orders for Marconi Marine equipment

TEXACO has placed an order with Marconi Marine, a GEC-Marconi Electronics company, for communications equipment and radio aids to navigation for three new vessels building in Japan. The order calls for a full planning and installation service, the administration of radio traffic accounts and the supply of Marconi Marine radio officers.

All three vessels will have similar installations: world-wide radiotelephone and radiotelegraph communication will be provided by Marconi Marine's latest single-sideband transmitter, the 1800W Conqueror, and its associated Apollo digital display single-sideband receiver; emergency communications equipment will include a Salvor III transmitter, Sentinel receiver, Lifeguard N automatic alarm receiver and an Autokey automatic keying unit.

Short range radiotelephone communication requirements will be met by an Argonaut transceiver, while for use in the lifeboats a Survivor portable m.f/h.f. transceiver is to be supplied. Transmitting and receiving whip aerials have also been specified for each of the new buildings.

Radio aids to navigation for the three Texaco vessels will include Marconi Marine's new solid-state Seachart recording echometer, two Seascape visual depth meters, and a Lodestar IID radio direction finder complete with an Autoguard which couples the direction finder to the auto-alarm. Two echosounder projectors will be fitted on each of the three vessels, one forward and one aft, one linked to each Seascape depth meter and both switchable to the Seachart.

Two new Boyd Line trawlers building in Poland, B420/1 and B420/2, are both to be supplied by Marconi Marine with major electronics packages which will include communications equipment; navigational aids; entertainment, orders, talk-back and crew-call systems; full planning, installation, traffic accounting and back-up services; the provision of electronics officers; and a full electronics workshop.

Although Fishery Support Ships already carry Marconi Marine electronics officers, the two Boyd Line newbuildings will be the first operational vessels to carry these personnel. They will also be the first British fishing vessels to be equipped with a complete electronics workshop to enable full onboard maintenance to be carried out, as necessary, while the vessels are at sea.

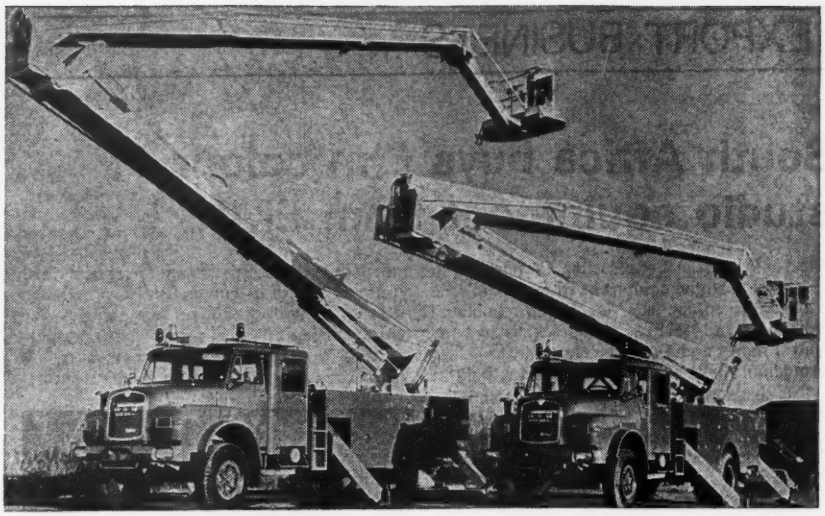
Both vessels will have identical Marconi Marine installations. Main m.f. and h.f. radiotelephone and radiotelegraph communication will be based on a Crusader single-sideband transmitter and associated Apollo and Nebula single-sideband receivers. They will also be equipped with a Falcon II s.s.b. radio-telephone, a Warden II emergency receiver and an Argonaut S v.h.f. radiotelephone. The Apollo, Nebula and Falcon radiotelephone, together with aerial and battery switching and other ancillary units, will be fitted in a compact console unit.

RPA nuclear contract from Sweden

REYROLLE Parsons Automation, a member of the Reyrolle Parsons Group, is to provide nucleonic safety monitoring equipment and associated instrument cubicles for the Oskarshamn II and Barsebeck I boiling water reactor nuclear power stations in Sweden.

The contract, worth in excess of £96,000, was won against international competition and represents a major success for RPA, one of the main UK suppliers of nucleonic instrumentation.

This equipment forms part of a complete neutron flux mapping system which the Plessey Company in collaboration with RPA is supplying to ASEA-ATOM of Sweden for these reactors.



Simon 85 ft. Snorkel fire-fighting and rescue units built on German MAN chassis for use by the Buenos Aires Fire Brigade. The contract is an important breakthrough for Simon Engineering Dudley Ltd., who won it through their Argentine agents, Autocam SA, against strong competition. Other Latin American orders include 13 Simon hydraulic platforms, mounted on Land-Rover pick-ups, for use in Colombia, Chile and Guyana.

$150,000 US printing contract

WEATHER Oak Print Group of Birmingham has received from California an order worth $150,000 for printing the second edition of the Haddad's fine arts catalogue.

This is an enlarged version of the catalogue, which it first printed in 1969, and has been increased in size to over 300 pages. With the order goes a contract to produce positives for fine art prints valued at $60,000 per annum.

This follows a seven-day visit to Los Angeles by sales director R. Murphy who reports that he returned with inquiries about further orders which could be worth some $350,000.

Scama monitoring for Spain

NEW polyethylene plant under construction at Tarragona, Spain, is to be equipped with a British-built monitoring system supplied by Scama Ltd., Bury St. Edmunds, Suffolk.

The order, obtained for Scama Ltd. by their Madrid agents, Esindus S.A., is worth £6,000 and will consist of about 250 alarm points.

The annunciation equipment to be employed uses solid-state remote logic mounted in cubicles on standard 19 in. racks, giving easy access and complete interchangeability of logic cards. Continuous monitoring of the main plant processes will be provided by the Panastat Series 70 system.

Kent's £62,000 contract for Brunei

ORDER for process control equipment valued at £62,000 has been secured by Kent Instruments Ltd., of Luton, a member of the George Kent Group. The equipment is for the expansion scheme of Brunei LNG Ltd's liquefied natural gas plant in Brunei.

The order is the second major contract won by the Luton company for instrumentation at this plant, a total of 900 Flexair instruments together with instrument panels and auxiliary equipment having gone into earlier phases of the development of Brunei. The latest order covers the supply of further Flexair panel-mounted instrumentation, Deltapi E transmitters and three additional panel sections

The LNG (liquefied natural gas) from the plant is shipped to the Tokyo and Yokohama areas of Japan. The reduced residue produced on burning natural gas (compared with traditional town gas) is now paying dividends in the efforts to being down atmospheric pollution in these two heavily-populated areas.

Spain orders further TV cameras

Following its recent £100,000 contract for television equipment TV Espanola has placed a further order for cameras from Marconi Communication Systems Ltd., a GEC-Marconi Electronics company.

Marconi Communication Systems will supply four more Mark V black-and-white 4½-in. image orthicon cameras and associated equipment. These are for installation in an outside broadcast vehicle which will operate out of Barcelona. TV Espanola's earlier order, placed in the autumn of last year, included eight Mark Vs, four of which will be going into an outside broadcast vehicle based on Madrid.

Russia orders packaging machinery

THROUGH Arenco/Alite Ltd., of Letchworth, Herts, a member of the machinery division of The Swedish Match Group, an order has been secured from the Soviet Union for the supply of packaging machinery for a new tooth paste factory in Moscow. The factory will have a capacity of 200 million tubes a year.

Arenco is to supply four complete production lines for automatic feeding of the empty metal tubes, tube filling and sealing equipment, cartonning, bundling, casepacking and sealing plant.

Danish order for Baker Perkins

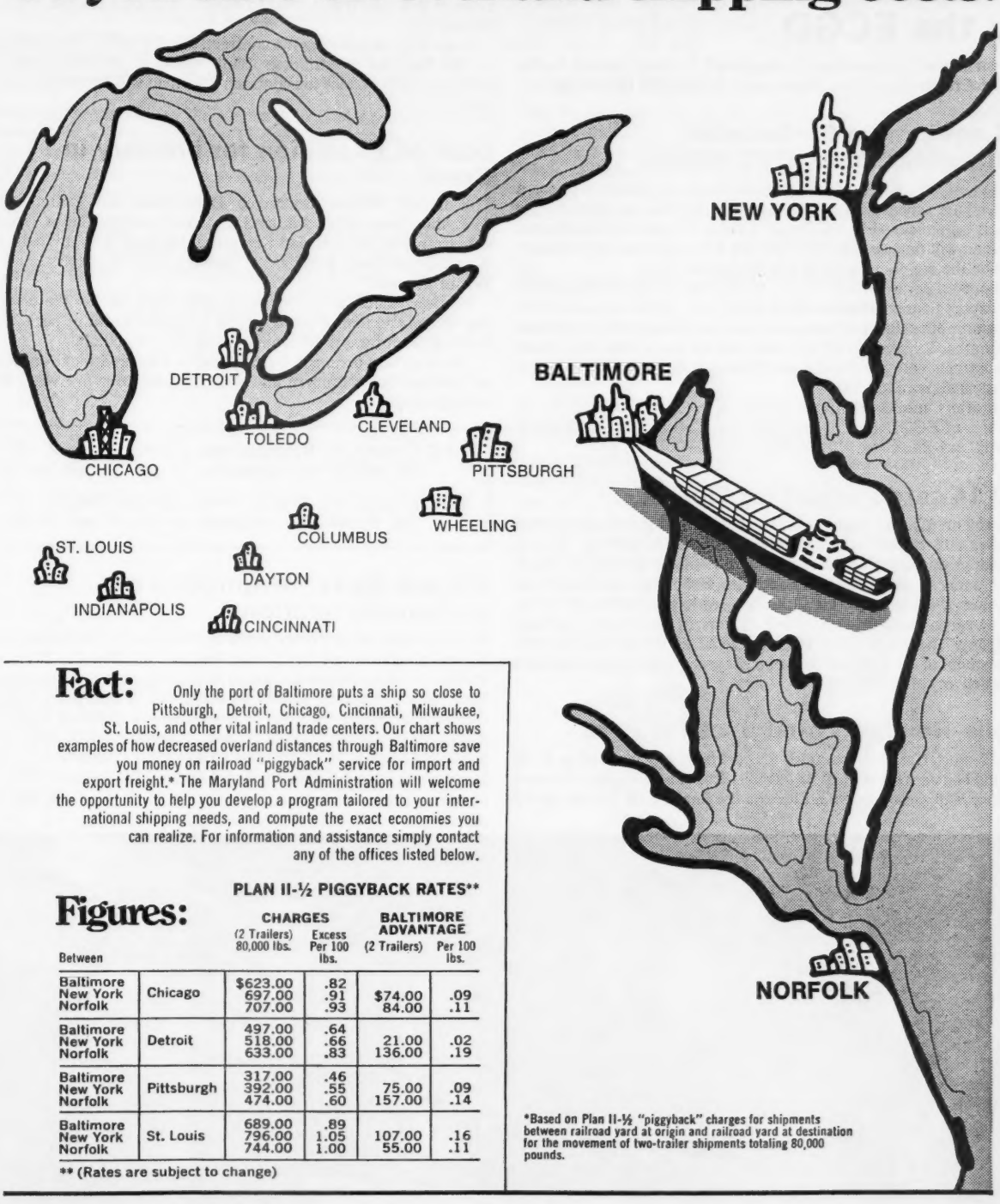
DANISH order valued at over £140,000 has been placed with Baker Perkins Ltd. by Pressen of Copenhagen.

The order is for two 3:2 folders which will be fitted to the two web offset printing presses supplied by Baker Perkins in 1970.

One of these is installed at Hillerod 20 miles north of Copenhagen and the other in Erritso. They are linked by facsimile transmission and are already equipped with Baker Perkins 2:1 folders.

The additional folders will provide the Danish publishing company with the ability to meet increased circulation, especially for their Sunday papers and other large collect tabloids printed under contract.

Baltimore. Closer to inland markets. So you save on overland shipping costs.



Fact: Only the port of Baltimore puts a ship so close to Pittsburgh, Detroit, Chicago, Cincinnati, Milwaukee, St. Louis, and other vital inland trade centers. Our chart shows examples of how decreased overland distances through Baltimore save you money on railroad "piggyback" service for import and export freight.* The Maryland Port Administration will welcome the opportunity to help you develop a program tailored to your international shipping needs, and compute the exact economies you can realize. For information and assistance simply contact any of the offices listed below.

Figures:

PLAN II-½ PIGGYBACK RATES**

Between		CHARGES (2 Trailers) 80,000 lbs.	CHARGES Excess Per 100 lbs.	BALTIMORE ADVANTAGE (2 Trailers)	BALTIMORE ADVANTAGE Per 100 lbs.
Baltimore	Chicago	$623.00	.82		
New York		697.00	.91	$74.00	.09
Norfolk		707.00	.93	84.00	.11
Baltimore	Detroit	497.00	.64		
New York		518.00	.66	21.00	.02
Norfolk		633.00	.83	136.00	.19
Baltimore	Pittsburgh	317.00	.46		
New York		392.00	.55	75.00	.09
Norfolk		474.00	.60	157.00	.14
Baltimore	St. Louis	689.00	.89		
New York		796.00	1.05	107.00	.16
Norfolk		744.00	1.00	55.00	.11

** (Rates are subject to change)

*Based on Plan II-½ "piggyback" charges for shipments between railroad yard at origin and railroad yard at destination for the movement of two-trailer shipments totaling 80,000 pounds.

THE WORLD PORT OF **Baltimore**

LONDON, ENGLAND, EC2Y-5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst. Mgr.; Moor House, 119 London Wall: 01-638 8330; Cable BALTPORT • BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; H. Frank Vonderach, Asst. Mgr.; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05; Cable MARPORT

Maryland Port Administration/19 S. Charles St./Baltimore, Maryland 21201

Export business backed by the ECGD

BRITISH export business recently supported by loans backed by the Export Credits Guarantee Department includes the following:

UK equipment for Swedish shipbuilder: loan of £2 million

A LOAN of £2 million which Midland Bank is providing under a financial agreement with AB Gotaverken, the Swedish shipbuilding firm, is being backed by the Export Credits Guarantee Department. The loan will finance contracts between UK suppliers and Gotaverken for the supply of capital equipment for ships.

Approved contracts will receive 80 per cent finance at the special UK export finance interest rate of 6 per cent. To be considered for inclusion under the credit contracts must be placed within the next 12 months. Repayment of the loan will be made over four years for contracts between £50,000 and £100,000 and over five years for contracts above £100,000.

Exporters interested in the facility should contact Mr. A. A. Jackson of ECGD (tel. 01-606 6699 ext. 324) or Mr. K. J. Clark of Midland Bank (tel. 01-606 9911 ext. 3231).

SD 14 cargo vessel for Liberia

THE Export Credits Guarantee Department has guaranteed a loan of over £1¼ million which Wm. Brandt's Sons and Co. Ltd. is providing on behalf of themselves and Williams and Glyn's Bank Ltd., under a financial agreement with Babitonga Shipping Corporation of Liberia. The loan is to be used to finance the sale of an SD 14 cargo vessel by Austin and Pickersgill Ltd. to the Liberian company. The vessel is due to be delivered by the end of the year. Repayment of the loan will be over eight years, beginning six months after delivery of the vessel.

Rolls-Royce aero-engines for Peru

THE Export Credits Guarantee Department has covered a £1.27 million contract for the supply of Rolls-Royce aero-engines between Balfour Williamson and Co. Ltd. and the Banco de la Nacion acting on behalf of the Peruvian Ministerio de Aeronautica. Six engines will be shipped to the Netherlands and installed in Fokker F.28 airliners and then transported to Peru. Three spare engines will also be supplied.

In addition to insuring the contract, ECGD will give a guarantee to the National Westminster Bank which is providing over £1 million to help finance the contract. This loan will be repaid over 10 years.

Loan of £1 million for brewery in Brazil

THE Export Credits Guarantee Department has guaranteed a £1 million loan which Midland and International Banks Limited are arranging for Cerman-Cervejaria Manaus S.A. to help the Brazilian company purchase a brewery from Gordon Smith of Bristol Limited.

Gordon Smith is to design, supply and supervise the erection and commissioning of the complete 120,000 hectolitres per annum brewing plant for a total contract price of £1.2 million.

The loan was arranged by Midland and International on behalf of Midland Bank Limited and will be repaid over five years from commissioning.

CRE Commercial Relations and Exports Divisions, DTI Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division, DTI Tel. 01-248 5757 (extension at end of each notice)

UK and Syria: resumption of diplomatic relations

AFTER a break of nearly six years, diplomatic relations between the United Kingdom and Syria were resumed on May 28, 1973. Full staffing of the embassies has yet to be arranged but communications from British exporters should be addressed to Mr. R. L. Balfour, Commercial Attache, British Embassy, Kotob Building, Walid ibn Abdul-Malek Street, Malki Street, Damascus (tel): 332561)—a telegraphic link is being arranged. The Syrian Embassy in London is operating from 5 Eaton Terrace, London SW1 (tel): 01-730 0384)

CRE ext. 3454

Delegates from the China Modern Printing Company of Shanghai, under the leadership of Mr. Yang Pin-Chao, general manager (third from right) were shown round the Kynoch Press by Mr. Wallis Heath, director and general manager (right), during their visit to Imperial Metal Industries Ltd. at Witton, Birmingham, recently. The party also visited the IMI Kynoch mint and the copper strip mill.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 21.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Zinc sulphate	Zinc sulphate heptahydrate	December 31, 1973	14404
29.15	Sebacoyl chloride	As in previous column	December 31, 1973	14523
29.35	Phenothiazine, of a purity not less than 99 per cent, which contains not more than 1 per cent by weight of diphenylamine and not more than 0.0035 per cent by weight of total iodine, and which yields not more than 0.2 per cent by weight of sulphated ash	Phenothiazine	December 31, 1973	13303

Import Duties (General) (No. 4) Order 1973

THE Import Duties (General) (No. 4) Order 1973, which came into operation on June 1, 1973, provides for a change in the method used for converting units of account into pounds sterling where goods are classified in the Customs Tariff by reference to values expressed in units of account. The Order also provides for changes in certain tariff descriptions in subheadings 02.02(A)(II) (whole ducks) and 04.04(A) and (E) (cheeses) and in Additional Note 6(c) to Chapter 4.

Universal Copyright Convention

THE Copyright (International Conventions) (Amendment No. 3) Order 1973 (SI. 1973 No. 963) came into operation on May 27, 1973. This Order further amends the Copyright (International Conventions) Order 1972. It takes account of the accession by USSR to the Universal Copyright Convention with effect from May 27, 1973.

Copies of the Order may be obtained from Sale Branch, The Patent Office, Orpington, Kent BR5 3RD or from any branch of Her Majesty's Stationery Office price 3p, by post 6p.

Bangladesh: registration of trade marks

UNDER the Trade Marks (Invalidation and Summary Registration) Order 1973 which was made on March 13, 1973 and came into force immediately, trade mark applications filed in Pakistan before March 26, 1973 shall be deemed not to have been filed in Bangladesh. The Order also provides that trade marks registered in Pakistan before March 26, 1971 shall be deemed not to have been registered in Bangladesh unless they are re-applied for and registered under this Order. Application for such registration can be made within one year of the commencement of the Order to the Controller of Patents, Designs and Trade Marks at Central Government Office Building, Agrabad, Chittagong or at House No. 1/4, Block B, Mohammadpur Housing Estate, Mirpur Road, Dacca on payment of Taka 50.00.

Owners of trade marks registered in Pakistan before March 26, 1971 and who want their registration to retain validity in Bangladesh should therefore ensure that they are registered there by March 12, 1974.

A copy of the above Order is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London WC2A 1AY.

Iran and Poland

THE Iranian Ministry of Economy has announced details of the commodities to be exchanged between Iran and Poland during the years 1973 and 1974 under the terms of the Irano-Polish Trade and Payment Agreement of December 10, 1969. The quotas for each country for 1973 amount to US$20 million and for 1974 US$23 million. Copies of the lists of goods exchangeable are available.

EDB ext. 420/475

Norway and Czechoslovakia

A PROTOCOL to the 1968 trade agreement between Norway and Czechoslovakia covering the period January 1 to December 31, 1973, was signed in Oslo on November 16, 1972. Details of the protocol with quota lists for 1973 are available to British exporters.

EDB ext. 288/466/467

Hints to business men booklets

REVISED editions of the booklets on Singapore and Burma have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

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TARIFF & TRADE NOTICES

Irish Republic

ANTI-DUMPING DUTY ON TOILET PAPER AND FACIAL TISSUES: The Government of the Irish Republic has made an order under the Imposition of Duties (Dumping and Subsidies) Act 1968 which imposes, for a period of six months from May 21, 1973 provisional duties as follows:

38 per cent *ad valorem* on toilet paper classified as tariff code number 4815-066 in the Schedule to the Imposition of Duties (No. 200) (Customs Duties and Form of Customs Tariff) Order 1972 (SI No. 220 of 1972), which is produced in whole or in part in, or is exported from, the United Kingdom

14 per cent on rectangular articles of paper material suitable for use as facial tissues which are not less than 400 and not more than 900 square centimetres in area and which are produced in whole or in part in, or are exported from, the United Kingdom.

The Imposition of Duties (Dumping and Subsidies) Act 1968 provides for relief from those duties where imports are shown not to have been dumped or where the margin of dumping is shown to be less than the provisional duties payable.

Applications should be made to the Secretary, An Coimisiun Dumpala, Griffith Barracks, Dublin 8, not later than three months after the date of the payment of the duties.

EDB ext. 288/466/467

France

IMPORT REGULATIONS FOR MEAT: The French *Journal Officiel* of May 16, 1973, announced that the following establishments should be added to the list of abattoirs in Britain inspected and approved by the competent authorities:

Name and address	Approval no
Barrets & Baird Ltd., West Bromwich, Staffs	EWS 59
W. R. Yeo and Sons, Barnstaple, Devon	EWS 81
British Beef Company, Watford, Herts	EWS 91
FMC (Meat) Ltd., Walsall, Staffs	EWS 92
Associated Meat Company Ltd., Luton	EWS 93
Kirkcaldy Public Slaughterhouse, Kirkcaldy, Fife	S 25

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

The following names should be deleted from the approved lists:

Abattoirs	
Pink Brothers, Cambridge	EWS 34
D. S. Cooper Ltd., Huddersfield, Yorks	EWS 78
Processing establishment	
RHM Foods, Middlewich	EWP 29

The following concerns have changed names:

McGrouther Ltd., Stirling is now: FMC (Meat), Stirling	S 16
J. Sainsbury & Co., Porthlethen is now William Donald & Son Ltd., Porthlethen	S 24
Shropshire Fatstock, Worcester is now M.S.F. (Meat) Ltd., Worcester	EWS 65

The approval numbers of the abbatoirs listed below have been altered:

W. A. Baxter, Fochabers is now	S 1
W. A. Baxter	SP 1
Scotbeef Ltd. is now	S 4
Scotbeef Ltd.	SP 4

Inquiries should be addressed to Ministry of Agriculture, Fisheries and Food. **Tel: 01-397 5266 ext. 2685**

TARIFF MODIFICATIONS: In accordance with EEC Regulation No. 1014/73 the French *Journal Officiel* of May 15, 1973, published amendments to the customs tariff which will apply from July 1, 1973, to the items set out below:

Tariff no.	Description	Rate of duty
01.04	Live sheep and goats:	
A II	Goats:	
a	pure-breeding animals	5%
b	other	5%
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split:	
A	Intended for sowing:	
I	Peas (including chick peas) and beans	4.5%
II	Lentils	2%
III	Other	5%
B	Other:	
I	Peas (including chick peas) and beans	4.5%
II	Lentils	2%
III	Not specified	5%
15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats:	
B	Other: excluding those intended for other industrial purposes than the preparation of foodstuffs:	
II	Unrendered sheep fats, rendered or solvent-extracted fats including 'premier jus'	7%
III	Not specified	7%
23.03	Beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residues of starch manufacture and similar residues:	
B	Other than the residues from the manufacture of starch from maize (excluding concentrated steeping liquors)	
I	Beet-pulp, bagasse of sugar cane and other waste of sugar manufacture	Free
II	Not specified	Free

Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/482**

Spain

IMPORT REGULATIONS—FROZEN MOLLUSCS, SCAMPI AND SHRIMPS: The Spanish *State Gazette* of May 8, 1973, published Orders of May 7, 1973, establishing regulations on commercial quality for imported frozen scampi and shrimps and of imported frozen cephalopoda molluscs. **EDB ext. 462/471/472/473**

Switzerland

PROHIBITION OF SWINE AND SWINE PRODUCTS: Swiss Recueil No. 14 has published Ordinance No. 1/73 which prohibits imports of the following products from Great Britain:

> Swine and products therefrom, such as meat and meat products (except those properly classified as preserves), bones, bristles, trotters and tanned and raw skins.

These goods will be destroyed if any attempt is made to import them. No further information is available. **EDB ext. 460/461**

Yugoslavia

IMPORT DUTIES: The Yugoslav *Official Gazette* No. 20 of April 9 contained 31 Decisions introducing lower customs on specific items. Twenty-two of these have so far been translated; further notices will be published when translations are available.

Most of the decisions concern the reduction of import duty to 5 per cent until December 31, 1975 for specific equipment used in certain industries and coming within the following Yugoslav tariff chapters: 69, 84, 85, 86, 87 and 90. Import duty has been abolished, until December 31, 1975, on specific items of equipment for ships' engines, rehabilitation centres and security operations for civil aviation. Duty has been abolished until the end of 1973 on some raw and semi-manufactured materials (tariff chapters 04, 15, 17, 23, 26, 27, 28, 37, 40, 41, 47, 53, 55, 73, 74, 75, 76, 79, 80, 82 and 84, and import duty has been reduced to between 3 per cent and 12 per cent on certain items in chapters 48, 51 and 56.

The preferential rates of 10 per cent for specific equipment used in various industries introduced since 1970 will be applicable provided that the import registration was made with the bank before December 31, 1972 and the import completed by September 30, 1973.

British exporters should state the products in which they are interested. **EDB ext. 420/475**

IMPORT REGULATIONS: The Yugoslav *Official Gazette* has announced further changes in the classification of certain goods in the controlled import categories in the Yugoslav Law on Foreign Exchange Transactions.

The goods affected fall within the following chapters of the Yugoslav tariff: 08.03, 08.05, 09.04, 12.01, 18.01, 18.03 to 18.06, 20.06, 51.01, 56.01, 84.25, 91.02, 91.04, 93.05 and 94.01. All these items except tariff numbers 51.01(1)c 3, 56.01 91.02(1) and 91.04(2), have been transferred from GDK to LB. Item 51.01(1) 3 (polyester fillings) has been transferred to RK from LB; 56.01 a (polyester fibres) to LB from RK, 91.02(1) (wall clocks) to LB from DL and 91.04(2) (alarm clocks), to DL from LB.

Note LB: Free imports (no restrictions).

GDK: Imports within the framework of the global foreign exchange quota.

DL: Liberal licensing.

RK: Import quotas established in physical quantities.

EDB ext. 420/475

Greece

IRON AND STEEL DUTY AMENDMENTS: A notice in *Trade and Industry*, April 5, 1973, announced increased rates of duty on certain iron and steel items. Further changes have been made to the following items, with effect from March 3, 1973.

73.12 B 2 (b)	12%
73.13 B 4 (c) II	15%
73.13 B 5 (b)	Not less than 650 paper drachmae per ton

A translation of the amendments to the legislative decree, which includes tariff notes, is available. **EDB ext. 420/475**

Turkey

PROHIBITED IMPORTS—BICYCLE AND MOTORCYCLE TYRES: The Turkish *Official Gazette* of April 14, 1973, reported that the import of the following products has been prohibited:

Bicycle tyres	*Motorcycle tyres*
19 × 2.00	4.50 × 10
19 × 2¼	5.00 × 10
20 × 2.00	3.00 × 18
20 × 2⅛	3.25 × 18
26 × 1⅜	3.00 × 19

EDB ext. 420/475

Israel

STANDARD—MARKING OF GOLD OBJECTS: The Standards Institution of Israel declared on April 16, 1973, the following standard of July 1971 to be official and compulsory:

> SI 299. Marking, classification and designation of objects, including imported items, manufactured of pure gold or of alloys containing any percentage of pure gold. The standard does not apply to ingots, plates used as raw material in the production of gold objects, gold used by dentists for their work, instruments and appliances used for scientific and industrial purposes and to coins used as legal tender. Instructions for soldering of gold objects are also included in this standard.

The Standards Institution of Israel issues an English translation of this standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933). British exporters requiring technical advice on the standard are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts (tel. 0442 3111, telex 82424). **EDB ext. 420/475**

EXCISE DUTIES ON TOBACCO: The Israeli authorities have issued amendments to the Excise Duties on Tobacco Order published in *Trade and Industry*, May 17, 1973.

In section (1)(a), sub-paragraphs (3) and (4) are superseded by the following:

Description	Excise duty % from price to consumer
(3) Cigarettes in packets of 20 of a price per packet to the consumer exceeding IL 1.40	66⅔%
(4) Other	The rate of excise duty payable on a packet of cigarettes as aforesaid in sub-paragraphs 1, 2 and 3, where the price per packet for the purpose of establishing the rate is determined as the basis of the price obtained proportionately in respect of a packet containing 20 cigarettes

EDB ext. 420/475

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ISRAEL
continued

AMENDMENTS TO IMPORT LIBERALISATION LIST: The Israeli authorities have issued amendments to the Free Imports Order, which affect the following items:

In item 25.03 the special condition 'in packets of a weight of 100 kg net or more each' shall be deleted.

In items 64.01, 64.02, 64.03 and 64.04, 'Approval of Standard specification for the examination of footwear No. 343' shall be added as a special condition. **EDB ext. 420/475**

SURCHARGE AMENDMENT—RICE: The Israeli authorities have announced that the following item is repealed:

Item no.	Description	Previous rate applicable
10.06.9900	Rice, other than rough	IL.85.00 per net ton

EDB ext. 420/475

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Capital and Reserves	15,658,400	Jordan Dinars
Deposits	146,628,800	,, ,,
Total Assets	213,061,300	,, ,,

As at 31st December 1972
One Jordan Dinar (JD1) = U.S.$3.11

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Western Germany: Arab Bank A.G., Frankfurt/Main
Nigeria: Arab Bank (Nigeria) Limited, Lagos, Kano, Apapa.

ROAD TRANSPORT ORDINANCE—NEW VERSION: The Israeli Minister of Transport has announced the following regulation on the exemption from the obligation of registration and licensing:

The owner or the holder of a commercial vehicle who enters Israel by virtue of an agreement between the State of Israel and another State with regard to the transport of goods from such State to within the boundaries of Israel, shall be exempted from the obligation of registration and from the vehicle licensing fees, if all the following conditions are fulfilled:

1 The vehicle entered Israel by virtue of an agreement as aforesaid which has been ratified by the Government of Israel

2 The vehicle remains within the boundaries of Israel not longer than 60 days

3 The vehicle has a valid licence issued to it in the State of origin

4 The vehicle has an insurance that is valid in Israel for the period of its stay in Israel. **CRE ext. 3508**

Jordan

NEW PHARMACEUTICALS REGULATION: An English translation of Jordanian Regulation No. 15 of 1973 on the control of pharmaceuticals has been received by the Department of Trade and Industry. The regulation covers *inter alia* the method for controlling the price of drugs for use in Jordan. Copies are available.
EDB ext. 420/475

Iran

IMPORT REGULATIONS—MACHINERY: The Central Bank of Iran has issued information on the import of certain items of machinery, its spare parts and accessories which are, or are not, subject to the prior permission of the Ministry of Economy.

Iran is now using the Brussels Nomenclature for customs tariffs, but until an English translation of the Iranian tariff is available, it is not yet known what their subsections of the Brussels headings cover. The list of the machinery items which are affected has therefore been divided, as follows:

Items on which further information is available									
84.01	84.02	84.03	84.04	84.05	84.07	84.08	84.09	84.14	84.16
84.20	84.21	84.24	84.27	84.30	84.31	84.32	84.33	84.34	84.36
84.37	84.39	84.42	84.43	84.44	84.45	84.46	84.47	84.48	84.49
84.51	84.52	84.53	84.54	84.55	84.56	84.57	84.58	84.60	84.61
84.62	84.63	84.64	84.65	85.01	82.02	85.03	85.04	85.05	85.06
85.07	85.08	85.09	85.11	85.12	85.14	85.15	85.16	85.17	85.18
85.19	85.20	85.21	85.22	85.23	85.24	85.25	85.26	85.27	85.28
Items on which further information awaits translation									
84.06	84.10	84.11	84.12	84.13	84.15	84.17	84.18	84.19	84.22
84.23	84.25	84.26	84.28	84.29	84.35	84.38	84.40	84.41	84.50
84.59	85.10	85.13							

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 592, published in the South African *Government Gazette* of June 1, contains an application to the Board of Trade and Industries for increase in duty on:

1 Paper and paperback coated with zinc oxide (49.07.50)
2 Core drilling machines (84.23.90)
3 Ice cube making machines and equipment (84.15.90)
4 (a) Cutting tools tipped with tungsten carbide for machine tools working metal or metal carbides
(b) tungsten carbide tips for cutting tools for machine tools working metal or metal carbides.
5 Bearing housings incorporating single self-aligning sealed ball-bearing units with an inside diameter or bore not exceeding 40 mm
6 Codeine alkaloid, morphine, ethylmorphine hydrochloride, pholcodeine, papaveretum and their salts, esters and derivatives also analgesics with a basis of any of these and their salts, esters and derivatives
7 Cranes mounted on a motor vehicle type chassis (87.03.30).

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requires further information concerning the application should address inquiries to Commercial Relations and Exports Department.

CRE ext. 2274

Singapore

CEMENT—DUTIES REMOVED: Information has been received by cable that the Singapore Government has removed with effect from May 16, 1973, customs duties leviable under commodity codes 661 201 white cement, 661 202 cement in the form of clinker, and 661 209 other. No further information is available.

EDB ext. 401/468/469

Japan

FOODSTUFF REGULATIONS—Prohibited colouring: The use of the following colours is prohibited from June 13, 1973, in the manufacture of noodles, marmalade (ie citrus fruit preserve), sponge cake (including Castella), meat pickles and fish meat pickles:

1 Food Blue No. 1 and its aluminum lake (Brilliant Blue FCF) C.I. No. 42095
2 Food Blue No. 2 and its aluminum lake (Indigo Carmine) C.I. No. 73015
3 Food Green No. 3 and its aluminum lake (Fast Green FCF) C.I. No. 42053
4 Food Red No. 2 and its aluminum lake (Amaranth) C.I. No. 16185
5 Food Red No. 3 and its aluminum lake (Erythrosine) C.I. No. 45430
6 Food Red No. 102 (New Coccine) C.I. No. 16255
7 Food Red No. 104 (Phloxine) C.I. No. 45405
8 Food Red No. 105 (Rose Bengale) C.I. No. 45435
9 Food Red No. 106 (Acid Red) C.I. No. 45100
10 Food Yellow No. 4 and its aluminum lake (Tartrazine) C.I. No. 19140
11 Food Yellow No. 5 and its aluminum lake (Sunset Yellow FCF) C.I. No. 15985

The use of coal tar colours was banned on June 1, 1973, for marmalade, sponge cake (including Castella), meat pickles, and fish meat pickles.

Saccharin. The Japanese Ministry of Health and Welfare will restrict the use of saccharin in foodstuffs and vitamin drinks from November 1, 1973, except for use in nutritional foods as may be designated under the Nutrition Improvement Law.

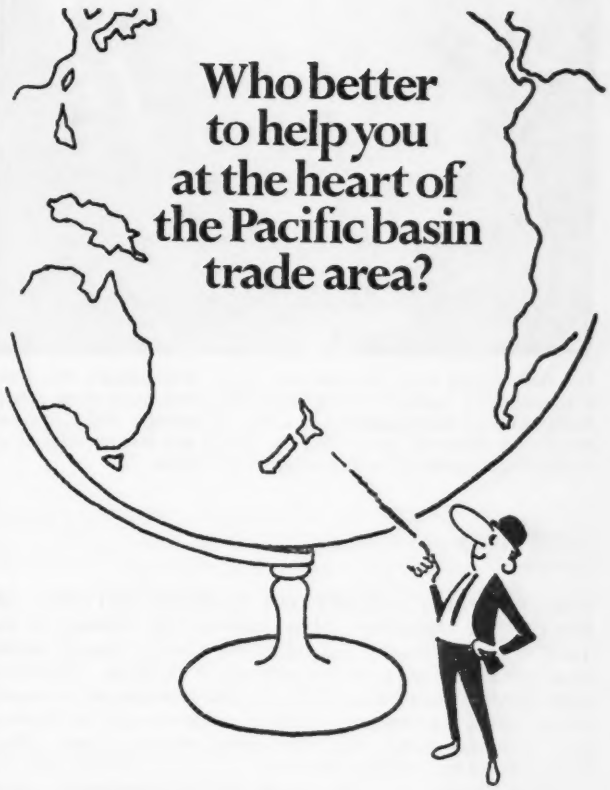
Shrimps. From April 28, 1973, the maximum permitted level of SO_2 in shrimps is increased from 30 ppm to 100 ppm.

Frozen foods. From November 1, 1973, the maximum permissible number of general germs per gram is 100,000 for frozen foods which are eaten without being heated, and 3 million for those which are heated before eating. No colitis germs at all are permissible. Administrative guidance clarifying these requirements is expected shortly and as soon as information is available it will be published.

Soft drinks. From October 1973 soft drinks which contain no fruit juice must indicate the fact on the bottle. **CRE ext. 3457**

Australia

RESULT OF THE SPECIAL ADVISORY AUTHORITY INQUIRY ON INDUSTRIAL PVC GLOVES: A notice in *Trade and Industry*, March 29, 1973, stated that a reference had been made to the Australian Special Advisory Authority in respect of industrial pvc gloves (tariff item 60.02.100). The inquiry has been completed and as a result, temporary additional duties of 20 cents per pair on gloves of the industrial type, coated or covered with artificial plastic material and 27½ per cent on uncoated liners used for making plastic coated industrial gloves have been imposed. The new duties took effect on May 23, 1973. **EDB ext. 401/468/469**



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The New South Wales Minister for Labour and Industry, the Hon. F. Hewitt (left), is greeted at the DTI headquarters by Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs. The NSW Minister visited the DTI to discuss the subjects of consumer protection and prices and incomes policies.

Sir Ronald and Lady Irish visited Bell's Blair Atholl Distillery at Pitlochry on a recent visit to Scotland. Sir Ronald is chairman of Rothmans of Pall Mall (Australia) Ltd., and International Cellars Pty. Ltd., who are agents for Bell's scotch whisky in Victoria and South Australia. On the left is Mr. Ian Young, Bell's divisional director, export marketing.

AUSTRALIA
continued

TARIFF BOARD INQUIRY ON GLOVES, MITTENS OR MITTS: The Australian Prime Minister has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of gloves, mittens or mitts (tariff items 60.02 and 61.10). The reference is of departmental origin. Current tariff details of the goods may be obtained from Overseas Tariffs and Regulations section, Export Data Branch (EDB ext. 401/468/469).

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Secretary, Tariff Board, Kings Avenue, Canberra, ACT 2600, Australia, without delay by air mail. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearing, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1078/73 **CRE ext. 2318/2319**

Jamaica

IMPORT LICENSING—FOOTWEAR, LEATHER, AND LEATHER SUBSTITUTES: The following import licence changes have been announced by the Jamaican authorities:

Footwear and leather lining materials for footwear: Notices 2855 and 2854 of May 11, 1973 advise that no further licences will be issued for the importation of (a) Footwear (other than infant and speciality footwear), and (b) leather lining materials for footwear, all types. All outstanding licences and quotas are revoked.

Upper leather. Notice 2856 of May 11, 1973, advises of changes in the system of granting import licences for upper leather. Until further notice the Trade Administrator is prepared to allow the importation of upper leather on the basis of one square foot of the imported commodity for every two square feet of a similar type of leather purchased locally or from Carifta sources—ie 1:2 ratio arrangement.

Leather and all substitutes. Notice 2857 of May 11, 1973 advises that the schedule to the open general licence has been amended by the deletion of item 99 and substitution of the following: 99. Leather and all leather substitutes. These items will now require an import licence. **EDB ext. 7312/474/476**

EXPORT INDUSTRY ENCOURAGEMENT LAW 1956—CABINETS, PRE-CUT GARMENT KITS: The Jamaican Minister of Industry and Tourism is considering whether moulded cabinets and speaker boxes for the electronics industry should be declared 'approved products' for the purposes of the above law.

Pre-cut garment kits have been declared an 'approved product' under the law. A notice that consideration was being given to designate pre-cut garment kits appeared in *Trade and Industry*, April 5, 1973, page 25.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials etc, and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 3572**

Trinidad

IMPORT LICENSING—GALVANISED IRON, VEHICLES, TOYS: The Trinidad authorities have issued Notices 1 and 2 of April 27 and May 5, 1973, respectively stating that the following items now require an import licence:

681-07.02	Galvanised, iron sheet, flat (including coils)
732-01.09	Station wagons (estate cars) and other passenger road motor vehicles, not elsewhere specified
732-03.1	Buses, trucks, lorries and road motor vehicles, complete, not elsewhere specified
732-03.21	Buses, trucks lorries and road motor vehicles, packed semi-knocked down, not elsewhere specified
899-15.09	Soft toys of all materials, stuffed or unstuffed, with or without musical movements, whether manufactured for use as toys, ornaments or novelties (eg pyjama bags)

EDB ext. 7312/474/476

Brazil

DUTY CHANGES: Changes in customs duty have been announced by Brazilian Customs Policy Council Resolutions as follows:

Kraft liner paper. Resolution 1609 published on April 4, 1973, reduced from 55 per cent to 20 per cent, for a period of 180 days, the *ad valorem* duty on Kraft liner paper, unbleached, to form one layer of corrugated paper, weighing from 145 to 300 g/sq.m, falling under tariff no. 48.01.02.99.

Polypropylene resin. Resolution 1612 published on April 6, 1973, in force for one year, reduces the duty on polypropylene resin falling under tariff no. 39.02.02.12 from 55 per cent to 5 per cent *ad valorem* cif.

Liquid propylene glycol. Resolution 1606 published on April 6, 1973, and in force for two years, increases the duty on liquid propylene glycol from 25 per cent to 55 per cent *ad valorem* cif (tariff no. 38.19.27.00).

Hexamethylenediamine. Resolution 1618 published on April 6, 1973, reduces the import duty of 30 per cent *ad valorem* cif on hexamethylenediamine and its salts (tariff no. 29.22.31.00) to 20 per cent *ad valorem* cif for a period of 180 days from the date of publication.

Cellulose. Resolution 1621 published on April 6, 1973, increases the duty on hydroxypropyl methyl cellulose (tariff no. 39.03.07.06) from 15 per cent to 20 per cent *ad valorem* cif, and reduces the duty on hydroxyethyl cellulose and hydroxyethyl methyl cellulose (tariff nos. 39.03.07.04 and 39.03.07.99) from 37 per cent to 20 per cent, with effect from April 21, 1973.

Regenerated cellulose tube. Resolution 1614 published on April 6, 1973, reduces the duty from 45 per cent to 15 per cent *ad valorem* cif on tubes of regenerated cellulose for the manufacture of artificial sausage skins of the following sizes: 18, 20, 22, 23, 25, 27, 29, 18/84 p.f., and 23/84 p.f. The reduction is in force for six months from the date of publication. A certificate guaranteeing the type and specification is required, providing that the product is a regenerated cellulose tube (ie a raw material) and not the finished product.

Electronic microstructures. Resolution 1617 published on April 6, 1973, reduces the import duty from 55 per cent to 15 per cent, for a period of one year, on electronic microstructures (tariff no. 85.21.13.00).

Stereoscopic microscopes. Resolution 1622 published on April 6, 1973, amends tariff heading 90.12 as follows:

Tariff no.	Description	Rate of duty *ad valorem* cif
90.12.99.00	Other:	9%
	ex Stereoscopic microscopes, with variable magnification, for colposcopy, otoscopy, ophthalmology, peroral endoscopy, anatomy and clinical examinations in general	30%

Vaccine. Resolution 1619 published on April 6, 1973, exempts from import duty, until April 5, 1974, vaccines against 'Marek' disease, falling under tariff no. 30.02.01.99.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Iron and steel products. Resolution 1623 published on April 9, 1973, exempts from import duty some iron and steel products falling under headings 73.08, 73.11, and 73.13.

EDB ext. 474/476/7312

MANUFACTURED GOODS TAX—AIRCRAFT: Decree 72018 published on March 28, 1973, reduces the manufactured goods tax (IPI) from 10 per cent to 5 per cent on:

Tariff no.	Description
88.02.01.00	Propeller-driven aircraft
88.02.02.00	Turbo-prop aircraft
88.02.03.00	Jet aircraft

Argentina

TEMPORARY BAN ON LUXURY GOODS EXTENDED: The temporary suspension of imports of luxury and 'inessential' goods into Argentina, introduced by Decree Law 2118 of July 1971 (see *Trade and Industry*, July 15, 1971) and extended until May 16, 1973, by Decree 2867/72, has been further extended for a period of one year by Decree 4,134 with effect from May 10, 1973.

EDB ext. 474/477/7312

MINING PROMOTION LAW: *Trade and Industry*, December 7, 1972, gave details of Argentine Law 19938 designed to promote mining activities. The Government has now issued regulating decree 2662 of April 6, 1973, which details the rules for the implementation of the Law. A free translation of the law may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch. **EDB ext. 474/476/7312**

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol. or through booksellers

HMSO BOOKS

New EC legislation

The legislation listed below has now been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Milk and milk products. Regulation (EEC) No. 1398/73 amending for the 1973/74 milk year various Commission Regulations concerning milk and milk products. (*Official Journal* No. L139, May 26, 1973)

Fruit and vegetables. Regulation (EEC) No. 1275/73 introducing a countervailing charge on tomatoes imported from Bulgaria. (*Official Journal* No. L130, May 17, 1973)

Regulation (EEC) No. 1322/73 introducing a countervailing charge on cucumbers imported from Bulgaria. (*Official Journal* No. L135, May 22, 1973)

Beef and veal. Regulation (EEC) No. 1302/73 laying down general rules for intervention on the market in beef and veal. (*Official Journal* No. L132, May 19, 1973)

Regulation (EEC) No. 1331/73 further extending the arrangements for the suspension of import charges and compensatory amounts for beef and veal. (*Official Journal* No. L136, May 23, 1973)

Regulation (EEC) No. 1387/73 extending again the period of validity of the provisions of Regulation (EEC) No. 2816/72 as regards the amount of security to be given upon importation of young bovine animals and calves for fattening. (*Official Journal* No. L138, May 25, 1973)

Wines. Regulation (EEC) No. 1311/73 relating to a provisional list of quality wines produced in specified regions as well as the indentification of these wines in the accompanying document. (*Official Journal* No. L132, May 19, 1973)

Poultry and poultrymeat. Regulation (EEC) No. 1372/73 amending Regulation (EEC) No. 572/73 as regards poultrymeat products eligible for the advance fixing of export refunds. (*Official Journal* No. L137, May 24, 1973)

Cereals. Regulation (EEC) No. 1405/73 laying down the safeguard measures applicable to the export of rice and broken rice from the Community. (*Official Journal* No. L139, May 26, 1973)

Regulation (EEC) No. 1406/73 fixing a carry-over payment for stocks of common wheat, rye of breadmaking quality and maize remaining at the end of the 1972/73 marketing year. (*Official Journal* No. L139, May 26, 1973)

Processed fruit and vegetables. Regulation (EEC) No. 1330/73 amending Regulation (EEC) No. 185/73 laying down general rules for the system of compensatory amounts applicable, by virtue of the various forms of added sugar, to products processed from fruits and vegetables following the Accession of New Member States to the Community. (*Official Journal* No. L136, May 23, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations and notices reimposing the Common Customs Tariff Duties on certain of these products have been published in the *Official Journal of the European Communities:*

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Notice 39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not (for example, collodions, celluloid); vulcanized fibre: B. Other II. Cellulose nitrates	Yugoslavia	May 21, 1973	Reg. (EEC) No. 2761/72
44.15	Plywood, blockboard, laminboard, battenboard and similar laminated wood products (including veneered panels and sheets); inlaid wood and wood marquetry	Yugoslavia	May 21, 1973	Reg. (EEC) No. 2761/72

(*Official Journal* No. C32 May 18, 1973)

Correction. The entry in *Trade and Industry*, May 31, 1973 (page 396) under tariff heading No. 70.14 B should be replaced by the following:

70.14 B	Illuminating glassware, signalling glassware and optical elements of glass not optically worked, nor of optical glass. B other	Hong Kong	May 21, 1973	2762/72

(*Official Journal* No. L131, May 18, 1973)

NOTICE TO IMPORTERS

Community surveillance of imports

A NOTICE published in *Trade and Industry* on March 22 (page 589) set out the arrangements for the issue of import licences for certain goods from third countries that were to be subject to UK individual import licensing. Traders should note the following changes:

(a) **Sound recorders and reproducers**

On and after June 14, 1973 combined sound recorders and reproducers as described below from the sources indicated can be imported into the UK only under an individual import licence:

	Tariff Heading and description of goods	Origin of goods subject to Community (import) surveillance
ex. 92.11	Combined sound recorders and reproducers	Goods originating in or consigned from all countries and territories other than Belgium, Denmark, France, the Federal Republic of Germany and Berlin (West), Italy, the Republic of Ireland, Luxembourg, the Netherlands and the United Kingdom

The arrangements for the issue of licences were set out in the above mentioned Notice of March 22 and the general provisions therein will apply. However, traders should note that the goods described above include items such as (i) combined tape recorders and reproducers, and (ii) dictating machines being combined sound recorders and reproducers. It is therefore essential that a precise description of the goods (but not the trade or manufacturers' name) to which the licence will relate should be entered on the application form together with the eight digit Tariff/Trade Code number. Licences will be issued on a consignment basis and will be valid for three months.

(b) **Electronic calculators**

The Notice of March 22 included a reference to certain electronic calculators from Japan. Traders should note the fuller description of the affected goods as follows:

'ex 84.52 Electronic calculating machines with four operations namely addition, subtraction, multiplication and division, whether or not capable of performing other operations or functions, printing or non-printing.'

Registration of Restrictive Trading Agreements (EEC Documents) Regulations 1973

THE Registrar of Restrictive Trading Agreements has made the Registration of Restrictive Trading Agreements (EEC Documents) Regulations 1973 which come into operation on June 25. Section 10 of the European Communities Act 1972 enables the Registrar to refrain from taking proceedings before the Restrictive Practices Court in respect of an agreement where appropriate having regard to the operation of Community provisions, and by regulations to require information as to any steps taken or decisions given under or for the purpose of a Community provision affecting an agreement.

So that he may have information relevant to any decision to take such proceedings, the regulations require parties to agreements registrable under the Restrictive Trade Practices Act 1956 to send to the Registrar a copy of any application to the European Commission for negative clearance or of any notification to the Commission of their agreement which is or has been given. They are required also to inform him if the Commission notifies or has notified them of the opportunity to be heard in relation to objections raised against the agreement by the Commission.

Where the Commission gives or has given negative clearance, declares or has declared Article 85(1) inapplicable in pursuance of Article 85(3), or finds or has found infringement of Article 85 in respect of any registrable agreement the parties are required to send to the Registrar four copies of such part of the decision as sets out the effects thereof (as opposed to the reasons leading to the decision). Likewise four copies are required of the similar part of any decision of the European Court relating to any such decision of the Commission. Copies of these parts of the decisions of the Commission and the European Court in relation to any agreement will be entered in the register.

Each of the documents referred to above should be sent to the Registrar at Chancery House, Chancery Lane, London WC2A 1SP, within 30 days of the sending or receipt of the notification or the receipt of the decision, or within 30 days of the coming into force of the regulations whichever is the later.

Notification of an agreement to the European Commission of course in no way absolves the parties from an obligation to furnish particulars of it to the Registrar in accordance with the Restrictive Trade Practices Acts 1956 and 1968 before any restriction by virtue of which it is registrable takes effect.

'Britain and France in Business Together'

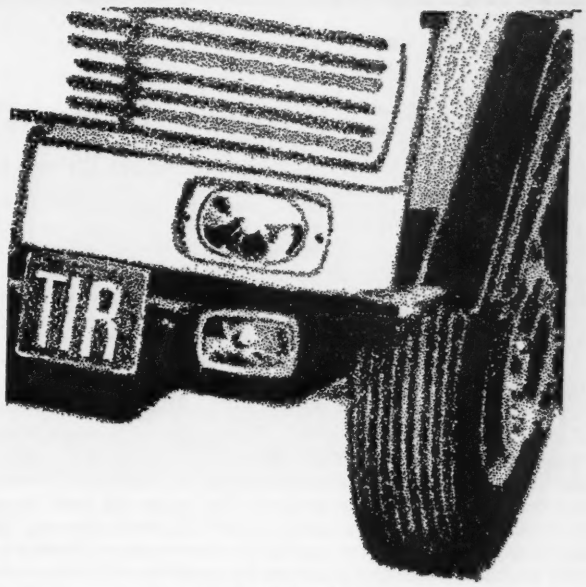
M. VALERY Giscard D'Estaing, the French Minister of Finance and Economic Affairs, is the leading member of a distinguished group of French speakers who will be taking part in the *Financial Times/Le Figaro* conference on 'Britain and France in Business Together' to be held at the Royal Lancaster Hotel, London, on June 12 and 13.

British Ministers who will be addressing the conference are Mr. Christopher Chataway, Minister for Industrial Development and Mr. John Davies, Chancellor of the Duchy of Lancaster and Minister responsible for co-ordinating European Community affairs.

The chairmen of the conference will be M. Wilfrid Baumgartner, President Directeur-General of Rhone-Poulenc, and Sir Patrick Reilly, Chairman of the British and French Bank and President of the London Chamber of Commerce.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London, EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.



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'Invest in booming Britain'

—Mr. Christopher Chataway

'SUCCESSIVE British Governments have welcomed direct inward investment into the UK for the benefits this brings by way of capital inflows, new employment, increased exports and new technological and managerial expertise. In other words, for the contribution it makes towards that prerequisite to improving everyone's living standards—economic growth," said Mr. Christopher Chataway, Minister for Industrial Development, in London on May 24.

Speaking at a luncheon for leading American industrialists, Mr. Chataway said: 'When the Government first fixed a target for our economic growth of 5 per cent a year, there were many who believed that we had set our sights too high. But the target has been well and truly hit—in fact the high degree of success has been too much for the nerves of some of the more traditionalist opinion in this country. Neither is there any reason to think that we do not have the resources to continue a fast rate of growth for some time yet. The public expenditure cuts the Chancellor announced on Monday are very largely designed to make room for more industrial investment and exports—both essential for maintaining satisfactory growth into the future.

'Industrial production this year has been rising at an annual rate of nearly 6 per cent and our exports in the first four months of this year were 17 per cent by value above the average level for the second half of last year.

'We have, as you know, been members of the European Community for only a few months but already our trade with the original six members has grown rapidly.

'Britain's exports to North America are 28 per cent up on a year ago. To the new and fast expanding market of Brazil they are up by 30 per cent. Our exports to the Far East have increased and our exports to Japan have grown by better than half as much again, compared with the first four months of 1972.

'In total, Britain exported in the first 120 days of this year the staggering figure of nearly £700 million worth of goods more than in the same period last year.

'While it is true that our imports, too, have increased—by 30 per cent so far this year over the comparable period in 1972—the detailed figures are worth more than a second glance. Much of the increase has arisen simply because of the need to provide extra raw materials for our increased exports and to provide the machinery necessary to sustain Britain's remarkable growth.

'Imports of raw materials have increased by 40 per cent over a year ago and our imports of machinery by 45 per cent—both figures significantly greater than the overall increase in imports.

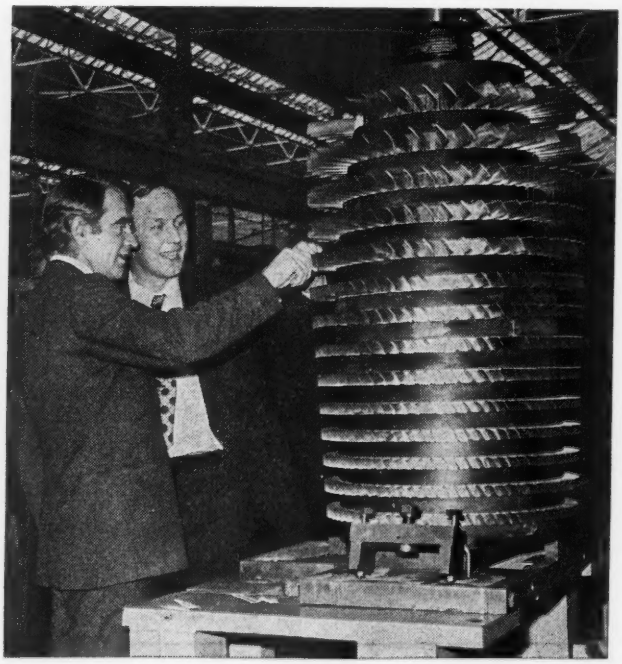
'In the longer term, the signs that investment for future growth is also now on an upward trend are even more important than current figures of imports and exports. I am sure that the growing confidence in industry owes a lot to the Government's uncompromising stand against inflation.

'Make no mistake about it, we are beginning to win the battle against rising prices. Our counter-inflation policy is working. As *The Economist* reported at the end of April:

> "The Government's stages one and two have brought the rate of inflation in Britain down from one of the highest to one of the lowest in the industrial world."

'This result owes much to the understanding of people throughout

A Government loan of £500,000 under the Industry Act has helped to attract an American firm to set up a £1.5 million factory at Dundee, Scotland. Mr. Christopher Chataway, Minister for Industrial Development, is seen (left) examining a cutting machine used in corduroy manufacture when he recently officially opened the factory of Whittaker Fabrics (Dundee) Ltd., a subsidiary of Whittaker Corporation. Mr. Maurius Desautels, assistant plant manager, is seen with the Minister. With extensions over the next three years, the company hopes to provide 300 jobs, two-thirds of them for men.



Mr. K. A. Bray, managing director of Ruston Gas Turbines Ltd., Lincoln, discusses with Mr. Christopher Chataway, Minister for Industrial Development (left), the manufacture of a compressor rotor for one of the large gas turbines for British Petroleum's Forties Field development. Twelve generating sets and 12 pump sets will power the first four BP platforms. Ruston is the largest single supplier of gas turbines for oil and gas projects in the British North Sea, and has supplied units to Shell, Amoco and Conoco as well as BP. Over 80 per cent of the company's output is delivered to oil fields throughout the world.

the country—and not least to the active co-operation of the CBI and its member firms.

'As you all know, the CBI and the TUC accepted the Government's invitation to start on a new round of discussions to try to achieve a working partnership in economic management and to deal with the arrangements to follow Phase II of the counter-inflation programme in the autumn.

'The talks are already under way but it is, of course, too early to start making predictions about what will come out of them. One thing is clear though—and it gives me cause for hope—the discussions have started against the background of a far more encouraging economic prospect than anyone could foresee last year.

'I do not, I am sure, need to remind anyone here just how important it is that inflation should be kept under control. A low rate of inflation and a high level of investment are the keys to this country's future prosperity and to sustained and steady growth in the years ahead.

'When it comes to taking investment decisions our commitment to long-term growth and our absolute determination to curb inflation are, I believe, two very important points in Britain's prospectus. But, we must not overlook one other particularly strong argument in this country's favour.

Generous investment incentives

'We have now, in the United Kingdom, a more generous system of national incentives for industrial investment than in any member country of the enlarged European Community or, for that matter, in the United States.

'First, accelerated depreciation allowances are available against tax. The cost of plant and machinery can be written off in one year and may be carried forward or back in years. Forty per cent of the cost of buildings can be written off in one year.

'Second, there is a new system of cash grants. These are highest in the regions with most unemployment—Scotland, North and North West and South Western England and nearly all of Wales. The grant can cover up to 22 per cent of buildings and plant. In other assisted areas a grant is offered only for buildings. In many cases over half the cost of a typical manufacturing project can be recouped from the Government.

'We are also ready to assist viable projects with loans at favourable rates where employment is increased, and on commercial terms in a variety of other cases. If borrowing is from commercial sources a grant may be paid in relief of interest payable.

'As the world's fourth largest trading nation Britain offers obvious advantage to investors. While developing trade inside the European Community we intend to maintain our strong links with the Commonwealth and other markets around the world. Britain is an excellent base, therefore, for sending exports to a very wide range of markets. Over the past year, currency movements have made British products relatively more competitive—and not only abroad. The United Kingdom is itself a very large market. Our communications are excellent and are in the process of constant improvement. Our distribution system is probably the most sophisticated and the most concentrated in Europe—national daily newspapers, for example, are delivered the length and breadth of the country on the same morning.

'The UK has a long tradition of investment overseas and we also welcome overseas investment here. Foreign-owned companies in the UK operate within the same legal framework of company, tax and safety regulations as do British-owned companies and our experience has been that multi-national companies generally act very sensibly and responsibly. The "exchange" of investment between the USA and the UK is particularly high, as you will be aware.

Benefits to overseas firms

'We recognise that overseas investment here has helped to stimulate our economic growth, but, at the same time, it is important to remember that overseas firms themselves have benefited. I am reminded, from a recent study, that the performance of US companies in this country has been markedly better than the British, both in manufacturing industry generally and in particular industries. This was measured over a period when the UK was among the slowest growing of the major industrial countries.

'How much greater the opportunities must be, for both the domestic and overseas investor, now that Britain is one of Europe's fastest growing countries.'

Mr. Peter Walker, Secretary of State for Trade and Industry, chats with an apprentice at Short Brothers and Harland Ltd., Belfast. During his visit to Belfast Mr. Walker announced the Government's contribution of £4.25 million launching aid for the 30-seater 'stretched' Skyvan, a project which is expected to provide about a thousand jobs.

The introduction of Tribology

'It is not often that an entirely new word and concept is introduced through the work of a Government Committee, yet in less than seven years the new concept which tribology represents has been accepted by the majority of industrial countries as part of their technological and scientific life,' writes Mr. Peter Walker, Secretary of State for Trade and Industry, in the foreword to *The Introduction of a New Technology* a report on the work of the Committee on Tribology, covering 1966-72 (HMSO £1).

Tribology deals with moving surfaces in contact, and involves principally friction, wear and lubrication. A Government Working Group estimated in 1966 that industry could save more than £500 million each year by the application of tribological principles. In 1966 a Committee on Tribology was set up, composed of senior industrialists, educationalists and scientists, to assist industry to realise as large a proportion as possible of these savings by the introduction of tribology.

The Introduction of a New Technology is the story of how the Committee set about this task. The commercial benefits obtainable from tribology were stressed throughout and many novel methods were used in 'selling' the message to industry.

Three Centres of Tribology have been created—at Risley, the University of Leeds and the University College of Swansea, all now distinguished for their work for industry and their efforts to become viable. An example is the million-dollar contract won by the National Tribology Centre at Risley for the first European Space Tribology Laboratory. The first ESRO contract ever to be awarded to a UKAEA unit, it may well lead to the UK becoming the centre of such activity in Europe.

Three Chairs in Tribology have been established. Tribology also became an elective subject of the Higher National Certificate in Engineering and in many training schemes. A unique design guide handbook, for designers, works engineers and others will be published in July.

In the tribology field, Britain now leads the world, the report argues. Yet its successful introduction took place for relatively little Government expenditure. Instead there was considerable personal involvement by over 100 senior industrialists, educationalists and professional people who gave up much of their time to work in partnership with officials. In introducing tribology, the Committee has also laid the groundwork for the promotion of other multi-disciplinary technologies.

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-progress in practical application

The drive to link new Industrial Technologies with Management

Tribology

'Probably £500 million per year can be saved by the application of existing knowledge. This is significant both for the economic well-being of the nation and the reputation of UK engineering products.'

H. Peter Jost, CBE,
(Chairman, DTI Committee on Tribology)

Tribology is the science and technology of interacting surfaces, i.e. rubbing, sliding and rolling, and includes the design of bearings, the application of lubricants and the environments in which surfaces interact.

By bringing together the expertise of the mechanical engineer, the metallurgist, the lubrication engineer, the physicist and the chemist, tribology enables greater reliability and durability to be built into any product.

Tribology Centres at Leeds, Risley and Swansea, in addition to the National Engineering Laboratory at East Kilbride, have already successfully assisted more than 1000 industrial firms, in many cases to increased profitability.

Data sheets and a comprehensive handbook are in preparation, to make easily digested information available to designers, draughtsmen, operational and maintenance staff. Many courses in the subject have also been created at universities and technical colleges.

Terotechnology

'On maintenance alone £550 million per year can be saved'

Major-General Sir Leonard Atkinson, KBE,
(Chairman, DTI Committee for Terotechnology)

Terotechnology is concerned with the installation, commissioning, maintenance, replacement and renewal of plant, machinery and equipment, and the feedback of information to design and operation.

Corrosion

It has been estimated *(Hoar Report)* that about £300 million a year could be saved if existing corrosion protection technology were more widely applied in design and operation.

Materials handling

Is the technology of economically and safely moving and storing materials. It is of vital concern to the manufacturing, service and distribution industries.

The National Materials Handling Centre at Cranfield provides courses, information, advice and research for equipment manufacturers and users.

EVENTS

Terotechnology Conference (theme – New Ideas for Industrial Cost Reduction), Bristol, May 9-12, 1973. Tickets from the Institution of Plant Engineers.

5th International Materials Handling Exhibition, Kelvin Hall, Glasgow, May 14-19, 1973.

Corrosion and Corrosion Protection Conference (with emphasis on pressure vessels). The Institution of Mechanical Engineers, London, May 16-17, 1973. Admission by ticket. Open to all.

Tribology Exhibition (in conjunction with publication of designers' Tribology Handbook), Design Centre, London, July 11 – August 4, 1973.

EUROTRIB 73 – Tribology and Reliability, First European Tribology Congress, September 25-27, 1973. Details from the Institution of Mechanical Engineers.

International Conference – Packages, Pallets and Containers in International Trade, Royal Garden Hotel, London, November 8-9, 1973. Details from The Institute of Materials Handling.

'A common feature of these industrial technologies is that for each of them there is a large stock of existing knowledge arising from past research, much of it funded by Government. Increased application of this knowledge offers the prospect of very considerable improvements in industrial efficiency. The total potential savings to industry could amount to £1500 million a year.'

Gilbert A. Hunt, CBE,
(Chairman, DTI Committee for Industrial Technologies)

Department of Trade and Industry (M4) Room 540, Abell House, John Islip Street, London SW1P 4LN

Name_____ (BLOCK CAPITALS PLEASE)

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THE COMMITTEE FOR

Industrial Technologies

06

Issued by the Department of Trade and Industry

Survey of air pollution in Midlands and East Anglia

SMOKE and sulphur dioxide concentrations in the air over the Midlands and East Anglia have decreased since the early 1960s but there is still room for improvement in some areas. These are the findings in a survey undertaken by the Department of Trade and Industry's Warren Spring Laboratory. Its report, National Survey of Air Pollution 1961-71, Volume 3, covering East Anglia, East and West Midlands, published on May 31, is available from HMSO, price £3.50.

East Anglia

This region has no widespread air pollution problems. It has a low population figure, with no large and compact centres of population and virtually no heavy industry. Domestic coal consumption per head of population is also relatively low—about half the figure for the northern regions.

The average concentration of smoke and sulphur dioxide for the two winters 1968-9 and 1969-70 are only slightly higher than the average concentration for the other southern regions of England, and are much more favourable than those for the northern regions. Concentrations observed in Peterborough and Whittlesey were higher than those observed at similar sites in other parts of East Anglia and it is possible that relatively higher concentrations may be more general on the western edge of the region. But even here, the concentrations observed were closer to those prevailing in the southern regions than in the north.

Winter average concentrations of smoke and sulphur dioxide have decreased steadily at most sites. Peak concentrations have also decreased; the highest smoke concentration observed in the winter 1969-70 was one-third of the value for 1963-64, and for sulphur dioxide the corresponding ratio was one-half.

East Midlands

There is a wide variation in the levels of pollution found in this region, with the highest concentrations occurring in the area north of a line joining Derby, Nottingham and Lincoln, and generally much lower concentrations in the south and east of the region. This division correlates broadly with the distribution of population and industry within the region.

In common with the general trend observed throughout the country both smoke and sulphur dioxide winter average concentrations have decreased steadily at most sites; nevertheless, in the northern part of the region, with an average domestic coal consumption per head of over 0.5 tonnes (compared with 0.15 tonnes in the south-east region), a lot of smoke is still being produced.

However, when smoke and sulphur dioxide trends are examined in detail it is seen that, while in 1962-63 average smoke concentrations were higher than the sulphur dioxide concentrations, the situation was reversed in 1969-70. The relatively greater decrease in smoke concentrations over this period (the ratio of average smoke to sulphur dioxide concentrations fell from 1.2 to 0.7) probably indicates a reducing domestic contribution to ground-level concentrations. During this period, despite a population increase of about 8 per cent, domestic coal consumption in the region fell by nearly 50 per cent. With the spread of smoke-control areas and the continued social trend away from coal for domestic use, a continuing decreasing trend in pollution levels should be expected in the region.

West Midlands

The West Midlands region is the least polluted by smoke of the six most northerly regions and one of the least polluted by sulphur dioxide. However, there is a considerable variation in pollution levels throughout the region, ranging from well below regional average values in the south and west to well above average values in the north. This variation may well be a reflection of a general transition from the generally low pollution levels in the southern regions to the much higher values found in the northern regions.

Smoke and sulphur dioxide concentrations at most urban sites in the region have decreased substantially since the early sixties—by about 60 per cent for smoke and by about 40 per cent for sulphur dioxide, on average. These reductions are largely a consequence of a 45 per cent decrease in the domestic coal consumption during the same period. The well above average concentrations recorded in the Stoke-on-Trent area may well be the consequence of above average domestic coal consumption in that area.

The general improvement is also reflected in the reduction in both intensity and frequency of the region's high-pollution episodes. These are comparatively rare throughout most of the region, but still occur on a number of days at sites in the north of the region and, in particular, in the Stoke-on-Trent area.

Urban smoke concentrations, and to a lesser extent sulphur dioxide concentrations, should continue to decrease as the number of premises under smoke control continues to grow.

The Belgian Minister for Science, Monsieur Charles Hanin (left), with Mr. Michael Heseltine, Minister for Aerospace and Shipping, at the DTI headquarters. Monsieur Hanin called on Mr. Heseltine, who has responsibility for research, to discuss British scientific policy. He also saw Mr. Tom Boardman, Minister for Industry.

Revision of mineworkers' redundancy benefits

PROPOSALS for a new Redundant Mineworkers' Payments Scheme Order were announced by Mr. Tom Boardman, Minister for Industry, in answer to a Parliamentary Question on May 24. Since 1967, the Government has paid weekly benefit to supplement the incomes of mineworkers who become redundant at age 55 or over. On December 11, 1972, in announcing new measures for the financial support of the coal mining industry, Mr. Peter Walker, Secretary of State for Trade and Industry, told Parliament that he intended to introduce improved arrangements, applying to all redundancies starting on or after that date. The Minister for Industry has had a series of meetings with the two Unions concerned and has consulted the National Coal Board about the form which the new benefits should take.

In his reply Mr. Boardman said:

'Following consultations with the Unions representing the men concerned and with the National Coal Board, I propose to present to the House for their approval a draft of a new Redundant Mineworkers' Payments Scheme Order, under the powers conferred by the Coal Industry Acts. The main features of the draft Order, applying to redundancies starting on or after December 11, 1972, will be:

1. For men aged 35 and over but under 55, and older men with less than 10 years' service, a lump sum benefit. The basis will be that for each year of service from age 20 a lump sum of £5 for men of 35, increasing by increments of £5 for each addition of four months in age at redundancy to a maximum of £50 for each such year of service at 38 and above, subject to a limit of 25 reckonable years, and to at least two years' service immediately before redundancy. For example, a man of 45 with continuous service from age 20 will receive a lump sum of £1,250 in addition to his lump sum under the Redundancy Payments Act. On the basis of £30 p.w. earnings his Redundancy Payments Act lump sum would be £660, making a total payment of £1,910.

2. For men aged 55 and over, with at least 10 years' service, a weekly benefit for three years, or to age 65 if earlier, on the same basis as in the current scheme of 1972, which provides an income of about 90 per cent of pre-redundancy earnings after tax and other compulsory deductions; and during any period between the expiry of the three years and age 65 a new continued weekly benefit at the rate of unemployment benefit current at the time of payment and additional to mine-workers pension paid prematurely at the new increased rate of £3 a week. For example, a married man with no dependent children,with pre-redundancy earnings of £30 p.w. would receive £21.42 p.w. for three years, taking into account other State benefits.

At the end of three years, if still under age 65, he would receive £13.90 p.w. made up of £10.90 benefit at the current rate of unemployment benefit plus £3 premature pension. Continuous availability for employment and surrender of the unemployment benefit equivalent, but not the premature pension, during a period of re-employment, will be conditions of the continued benefit. Men who qualified for benefit at any time from the inception of the original State scheme in 1967 will qualify for this continued payment in future if they have exhausted their three year period and are still below the age 65.

3. At present men who find alternative employment during their first three years are allowed to retain up to £6 a week of their redundancy benefit: this is to be increased to £8 a week.

4. The minimum age for entitlement to concessionary coal will be reduced from 60 to 55 at date of redundancy. This particular provision will apply to management and other non-industrial grades as well as to mineworkers and under officials, and to men already in benefit on December 11, 1972.

5. All these benefits will be additional to payments under the Redundancy Payments Act.

'Additionally, there will be contributions under the Coal Industry Act 1973 towards the costs of increasing all pensions paid after retirement age to the new higher rate of £3.'

A statutory Order embodying these proposals will be submitted to Parliament as soon as it is ready. The implementation of the proposals is subject to the approval of both Houses.

Public Inquiry: Lofthouse Colliery accident

THE Public Inquiry into the accident at Lofthouse Colliery in March, in which seven lives were lost, opened at Wakefield Crown Court on May 30, 1973 at 10 a.m.

The Inquiry, conducted by Mr. J. W. Calder, OBE, HM Chief Inspector of Mines and Quarries, was expected to last until approximately the middle of this week.

Sittings will take place in No. 1 Court and—apart from the opening day—will begin at 9.30 a.m. and are expected to continue until approximately 5.30 p.m. daily, Saturday and Sunday excepted. About 50 witnesses are likely to be called.

Price Commission decisions

THE Price Commission have approved price increases on certain domestic and industrial products manufactured by the following companies:

Smith and Davis Ltd. Increases average just under 7 per cent in the price to distributors of domestic hardware products. These increases reflect higher costs for labour and raw materials, mainly copper.

Lever Brothers Ltd. Increases averaging 3.75 per cent in the wholesale prices of the company's range of soap and detergents. These increases reflect higher costs, mainly of raw materials and will be effective from June 4.

Retail prices are not directly controlled but the larger size packets of fabric washing powders are likely to go up once new stocks arrive in the shops by either ½p or 1p, and larger tablets of toilet soap mainly by a ½p. There will be no change in the price of some products, such as small fabric conditioners and domestic soaps.

Imperial Chemical Industries Ltd. Increases in the prices of various forms of maleic anhydride averaging £47 per tonne. The increases are based on the loss making provisions of the Price and Pay Code (paragraph 49). After the increase the average prices of maleic anhydride will be no higher than those obtaining in March 1971.

Monsanto (UK) Ltd. Increases averaging 5 per cent for Acrilan acrylics and averaging 6 per cent for nylon produced by Monsanto Textiles Ltd. have been agreed under the investment provision of the Price and Pay Code (paragraph 63). This will provide funds for a number of investment projects, details of which will be released by the company later.

Price changes in food products

The Price Commission have approved price increases on the following manufactured foods. The increases shown are increases in the average net prices to trade customers and the dates are those from which manufacturers may charge the higher prices to these customers:

Biscuits and potato crisps manufactured or supplied by Burton's Gold Medal Biscuits Ltd.: increases averaging about 6.9 per cent across the range of products. The increases are due to higher costs of raw materials and labour and will be effective from June 4 onwards.

Packaged cakes manufactured by Lyons Bakery Ltd.: an increase of 9.6 per cent over the whole range. Because of the wide price range between the products, the percentage increase on each line will vary. Approximately half the products were increased in price to trade buyers on June 4. The remaining lines will be increased price during the following three months.

Packaged cakes manufactured by Rank Hovis McDougall Bakeries Ltd.: an increase of 7.32 per cent over the whole range, including supplies to private label customers. The price increases will be applied selectively, the bulk of them effective from July 2.

For Lyons and RHM, the price increases are due to higher costs of labour and raw materials, particularly sugar and sultanas.

Preserves manufactured by Quantock Preserving Co. Ltd., which supplies other manufacturers and caterers: increases of £7.89 per ton for jam and £10.54 per ton for marmalade. They are due mainly to higher costs of sugar and oranges and take effect immediately.

Record overseas earnings for British civil aviation

UK airlines exactly doubled their overseas earnings over the past five years from £152 million in 1967 to £304 million in 1972 and the net contribution made by civil aviation to the UK balance of payments in 1972 was £64 million—an increase of £19 million over 1972 and the biggest annual increase in the history of British civil aviation.

These statistics are given in an article in the first issue of a new Civil Aviation Authority publication, *CAA Monthly Statistics*, published on May 29. *CAA Monthly Statistics* replaces the Civil Aviation Series Nos. 1-7 of the Department of Trade and Industry's Business Monitor.

The new publication will contain, in addition to monthly airport, passenger, and airline statistics, a range of tables giving historical figures that will enable the latest figures to be related to recent and longer term trends. Statistics for quarters and years will be expressed as monthly averages to enable comparisons to be made more easily between periods of different lengths, but it is hoped that seasonally adjusted figures will eventually be introduced.

The figures will now be given in metric units to make them consistent with other officially published statistics and to allow direct comparisons to be made with most international statistics, including the publications of ICAO. Graphs will be used occasionally to illustrate trends.

The range of statistics formerly given in separate documents,

(*continued on next page*)

with different dates of publication, will now be given in the same document. A new feature will be an article, such as that in this issue on the balance of payments, that will usually discuss or amplify some particular aspect of civil aviation statistics.

The Authority proposes to publish *CAA Annual Statistics* in 1974. This will be a more comprehensive document than *CAA Monthly Statistics* and will include comparative statistics of foreign imports, and financial data about UK airlines.

Some Business Monitors covering statistics dating earlier than the end of 1972 have yet to be issued, but will appear shortly. These include Business Monitor CA8 dealing with financial statistics.

CAA Monthly Statistics is obtainable from CAA Printing and Publication Services, Greville House, 37 Gratton Road, Cheltenham, Glos. GL50 2BN. Annual subscription is £25.

Call for better living standards for all ships' crews

—Mr. Cranley Onslow

A CALL to shipowners to consider making improvements in living standards for crews not only in new ships, but also in existing ships, was made by Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, when he addressed the Baltic and International Maritime Conference in London on May 25.

Mr. Onslow added that the Government would shortly be entering into discussions with the shipping industry about new accommodation regulations for crews afloat, no matter what their country of origin.

Mr. Onslow said: 'I would like to turn now to another aspect of the industry which has attracted a certain amount of attention in recent months—that of living standards for crews.

'Over the years the industry has seen steady improvements in ships and their ability to carry cargoes quickly and safely across the world. Many new ships have set standards in living accommodation which are among the best of their kind. But there are older ships, which although they comply with minimum statutory standards, now lag too far behind what is expected by seafarers today.

'The whole history of industrial relations in this country has been one of improvements in the living and working environment, and if our shipping companies are to win and retain their fair share of the available skills among our young people, then I am sure that the industry must re-double its efforts to bring conditions afloat in line with those which are so readily available ashore. This should not present any difficulty so far as new tonnage is concerned, but I suggest it is essential also to look to what improvements can and should be made in existing ships. We as a Government will shortly be entering into discussions with the industry about new accommodation regulations for crews afloat, no matter what their country of origin, and it will be our aim to establish new minimum standards which take full account of modern needs.

'We are also concerned to ensure that the seaman shall be as fully protected as possible as he goes about his daily tasks. The industry already provides courses about accident prevention and my Department has published a Code of Safe Working Practices—a code which, I am told, is well known to your President-elect, David Souter, who participated in its preparation. These make a sizeable contribution to the prevention of accidents and now for the first time we shall be supplementing these arrangements by making regulations where they are found to be necessary.'

DTI Inverness address change

THE DTI District Office, Inverness, Scotland, has moved from 29a High Street, Inverness, to Caledonia House, 63/67 Academy Street, Inverness IV1 1LU. Telephone number: Inverness 30867 (STD Code 0463). Date of move: May 30, 1973.

Membership of Metrology and Standards Requirements Board

THE newly created Metrology and Standards Requirements Board has held its first meeting in London under the chairmanship of Mr. Ewen McEwen, vice-chairman (engineering), Joseph Lucas Ltd. The setting up of this Board was referred to by Mr. Michael Heseltine, Minister for Aerospace and Shipping, on October 16, 1972, when he announced details of five other Requirements Boards. Subsequently, it has been decided to set up an additional Board, the Fundamental Standards Requirements Board.

Membership of the Metrology and Standards Requirements Board, which is made up of independent and official members, is as follows:

Independent members

Mr. M. H. J. Hill	Production director, Don Bros and Buist & Co. Ltd.
Professor D. Jackson	Head of Department of Physics, University of Surrey.
Mr. R. S. Medlock	Assistant managing director and director of corporate planning, George Kent Ltd.
Mr. F. A. Mercer	Chairman, Thomas Mercer & Sons Ltd.
Professor D. Ross	Professor of Production Engineering, University of Strathclyde.
Mr. P. F. T. C. Stillwell	Director, Rank Research Laboratories Ltd.
Mr. T. P. de Tute	Marks and Spencer Ltd.

One other industrial member is yet to be appointed.

Official members

Mr. A. E. Bailey	National Physical Laboratory.
Mr. P. Corner	Director, Quality Assurance (Technical), MOD (PE).
Mr. J. D. Platt	Standards, Weights and Measures Division, DTI
Dr. E. A. Spencer	National Engineering Laboratory
Mr. R. G. Voysey	National Physical Laboratory.
Mr. K. V. Aubrey (Secretary)	Research Requirements Division, DTI.
Dr. P. G. Forrest (Assessor)	Research Contracts Division, DTI.
Mr. H. S. Hale (Executive Officer)	Research Requirements Division, DTI.

The Metrology and Standards Requirements Board is one of a number of Requirements Boards that have been set up to implement the customer/contractor principle in DTI-funded research and development. Its purpose will be to determine, subject to the agreement of the Minister for Aerospace and Shipping, the objectives and balance of the Department's intra-mural and, where appropriate, extra-mural R and D programmes, in the fields of metrology and industrial reference standards related to mechanical, electrical, optical and radiation science, flow measurement, and reference materials.

The new Fundamental Standards Requirements Board will be chaired by Dr. Ieuan Maddock, Chief Scientist, DTI. Membership will include representatives nominated by the Royal Society, The Advisory Board on Research Councils, the Science Research Council, and the Council of Engineering Institutions. The Director of the National Physical Laboratory will also be a member.

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext. 6147).

Report of the Patent Office for 1972

THE Comptroller-General's annual report to Parliament on the work of the Patent Office in 1972 was published on May 24. The report covers the activities during the year on Patents, Designs and Trade Marks.

It shows that the downward trend on patents since the 1969 peak continued with a 1.3 per cent reduction in the number of patent applications and a 1.6 per cent reduction in complete specifications compared with 1971. There was a decrease of 14.5 per cent in the total number of applications for Design registration, due almost entirely to a sharp fall in applications in respect of Textile designs. By contrast applications for the registration of Trade Marks showed a substantial increase being 19.5 per cent greater than in 1971.

The report shows that the backlog of complete patent specifications awaiting examination continued to rise. This was due to a small reduction in the numbers of examining staff and also to the introduction of language training on a substantial scale for examiners as part of the preparations for setting up the European Patent Office.

Continued use was made of computer searching of patent applications, about 10 per cent of all examiners' searches being made by this method.

The trend of invention shows continued activity in antiskid vehicle braking systems and the electronic control of vehicle automatic transmission systems. An interesting development in the latter field was an automatic electronic control to vary the automatic shift points to cater for operation in different terrains or different engine temperature. Interest in the reduction of atmospheric pollution continues, particularly in methods of treating exhaust gases from engines.

There were new trends in the electronics field directed to methods of recording television signals as deformations in grooved discs and in using spatial colour encoding filters in colour television cameras. In the chemical field, the development of polyamides continued and other specifications related to the production of highly active silver catalysts for the oxidation of hydrocarbons.

Copies of the report are available from HMSO price 34p net.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject matter
May 2, 1973		
1,101,286	United States Atomic Energy Commission	Thermal battery
1,128,838	United States Atomic Energy Commission	Preparation of a filterable co-precipitate of plutonium and uranium
1,152,320	United States Atomic Energy Commission	Blast shield for nuclear reactor
1,163,259	United States Atomic Energy Commission	Method of reducing a radioactive waste solution to dryness
1,168,960	United States Atomic Energy Commission	Separation of americium from plutonium
1,082,512	Coal Industry (Patents) Ltd.	Systems for automatically steering mineral mining machines
1,123,374	Coal Industry (Patents) Ltd.	Control systems for automatically controlling the steering of a mineral mining machine
1,192,925	Coal Industry (Patents) Ltd.	Control systems for automatically controlling the steering of a mineral mining machine
1,240,219	Ateliers Heuze, Malevez and Simon Reunis	Scoring sheet glass
1,293,738	Schottel-Werft, Josef Becker KG	Transverse jet steering system for water craft
May 3, 1973		
1,171,268	United States Atomic Energy Commission	Recovery of mercury from solutions
1,172,949	United States Atomic Energy Commission	Method for preparing metal oxide spheres
1,182,888	United States Atomic Energy Commission	Heat actuated control rod
1,184,866	United States Atomic Energy Commission	Radiation treatment of mine waste waters
1,185,438	United States Atomic Energy Commission	High carbon char forming compositions and process
1,188,759	United States Atomic Energy Commission	Purification of beryllium by liquid —liquid extraction
1,194,627	United States Atomic Energy Commission	Centrifugal casting apparatus
1,197,049	United States Atomic Energy Commission	Plutonium hexafluoride to plutonium dioxide
1,199,720	United States Atomic Energy Commission	Insulated ducts for nuclear reactors
1,207,940	United States Atomic Energy Commission	Nuclear fuel rod having an offset plenum
May 4, 1973		
979,324	United States Atomic Energy Commission	Actinide carbide product and method of making
1,056,305	United States Atomic Energy Commission	Radiation reactor
1,068,104	United States Atomic Energy Commission	Dissolution of nuclear fuel
1,208,628	United States Atomic Energy Commission	Wheel-type electrode for welding beryllium metal
1,212,300	United States Atomic Energy Commission	Elutriator
1,215,907	United States Atomic Energy Commission	Apparatus for removing particles from a fluid by means of an electric field
1,216,168	United States Atomic Energy Commission	Refuelling apparatus and method for nuclear reactors
1,216,969	United States Atomic Energy Commission	Dispersion strengthening of aluminium alloys by reaction of unstable oxide dispersions
1,224,089	United States Atomic Energy Commission	An overpressure relief device
1,224,268	United States Atomic Energy Commission	Process for making carbon and graphite structures from indene-derivatives
May 8, 1973		
1,242,937	Regie Nationale des Usines Renault, and Automobiles Peugeot	Buckles for safety belts
1,112,468	United States Atomic Energy Commission	Annunciator circuit
1,230,187	United States Atomic Energy Commission	Process for casting annular shaped nuclear fuel
1,234,530	United States Atomic Energy Commission	System for detecting liquid metal particularly sodium boiling in a reactor
1,245,312	United States Atomic Energy Commission	Improved position sensitive radiation detector
1,253,114	United States Atomic Energy Commission	Improved stimulated exoelectron emission dosimeters
1,272,810	United States Atomic Energy Commission	Preparation and purification of crystalline boron
May 10, 1973		
1,164,073	Etablissements Merlin & Gerin Societe Anonyme	Electro-optical measurement device for an aerial high-voltage conductor
1,180,869	Merlin Gerin (formerly known as Etablissements Merlin & Gerin, Societe Anonyme	Apparatus for measuring an electrical quantity characteristic of an overhead high-voltage line
1,194,982	Merlin Gerin (formerly known as Etablissements Merlin & Gerin, Societe Anonyme)	Device for the measurement of an electrical current flowing in an aerial high-voltage conductor
1,216,627	Northern Telecom Inc. (formerly known as Northern Electric Co. Ltd.)	An outgoing trunk signalling and supervision arrangement
1,259,835	George Southwick	Horticultural constructions
1,272,328	Agfa-Gevaert Aktiengesellschaft	Improved silver halide emulsions which contain colour couplers
1,298,829	Glaverbel	Glass panels
May 11, 1973		
1,196,604	Agfa-Gevaert Aktiengesellschaft	Photographic camera
1,207,636	Manufactures J. R. Bottn	Compounds derived from benzimidazole and methods of preparing same
1,284,421	Jaques Louis Sauvan	Data processing apparatus
1,284,422	Jaques Louis Sauvan	Active memory

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Notice is hereby given that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on May 4, 1973.

Number	Grantee	Subject matter
882,988	Standard Telephones and Cables Ltd.	Radio diversity receiving arrangements

E. ARMITAGE
Comptroller

St Michael®

Marks & Spencer Ltd

Another record year
Sales: £550,262,000. Profits: £70,036,000

The 47th Annual General Meeting of the Company was held at The Dorchester Hotel, Park Lane, London, W.1. on Tuesday, 5th June, 1973. The following are extracts from the statement by the Chairman, The Hon. Sir Marcus Sieff, O.B.E., B.A.

The Year's Results

I am pleased to report that our sales and profits have reached new records. Our gross sales have increased by £87,240,000 to £550,262,000, compared with £463,022,000 last year. This is the largest increase in sales which we have achieved in any one year and the highest percentage increase for over twenty years. Of the total, store sales amounted to £539,892,000 and export sales to £10,370,000.

Our profit for the year before tax has increased from, £53,766,000 to £70,036,000. From this must be deducted taxation amounting to £24,900,000, leaving the sum of £45,136,000. To this has been added £176,000 in respect of extraordinary items arising in the year, making a balance available for distribution of £45,312,000.

The Directors recommend a final dividend of 15$\frac{5}{32}$ per cent equivalent to a gross dividend of 21$\frac{9}{16}$ per cent, making the total distribution for the year equivalent to 32$\frac{13}{16}$ per cent against 31$\frac{1}{4}$ per cent last year. Our profit would justify a considerably larger distribution to our 237,000 shareholders were it not for the restrictions under the Counter-Inflation Act limiting dividends.

Store Development

During the year under review, we opened 115,000 sq. ft. of new selling space in 17 stores so that our total sales area now exceeds 5,000,000 sq. ft. Our annual growth in selling space since 1968 has averaged 230,000 sq. ft. In the financial year ending March 1974, we plan to open about 400,000 sq. ft., a record for any 12-month period and involving a capital investment of approximately £25,000,000.

We have completed the rebuilding of our two leading stores, Marble Arch and the Pantheon, both in London's Oxford Street. Each store now has over 70,000 sq. ft. of selling space.

Our programme of development to March 1974 includes new stores at Hemel Hempstead, Uxbridge and East Kilbride, and the building of new and much larger stores at Chelmsford and Maidenhead to replace small ones. We shall be extending another 21 stores.

We have a large five-year store development programme which includes sites in towns where we are not represented and major extensions and rebuilding at many existing stores.

Exports and Overseas Development

Our export sales for the year were £10,370,000, an increase of £808,000. We have started new forms of overseas operation which are likely to become our main methods of expansion abroad in future.

We have formed a joint company with People's Department Stores Limited of Canada to operate shops selling "St Michael" goods. Results from the first four St Michael Shops of Canada have been promising. We will open six larger units this year.

We have signed a contract for a site in Rue Neuve in Brussels and we have now completed negotiations for a site in Boulevard Haussmann in Paris.

"St Michael" Textiles

During the last financial year our textile sales, which include Footwear and Home Furnishings, have grown by £68,132,000 to £394,941,000.

Important new departments are being developed. Home Furnishings are becoming a major Group and another exciting development has been the opening in 20 stores of a department for men's suits, jackets and blazers, which is also likely to become a major Group in the business.

"St Michael" Foods

Our food sales this year reached £144,951,000, compared with £126,651,000 last year; they increased by 9½ per cent per annum during the first half of the financial year and by 19 per cent per annum in the second. There is no doubt that our wider range of high quality foodstuffs, especially of cold counter items, has contributed to this.

We have introduced easily readable "sell-by" date stamping on all fresh food lines. Another important development has been the introduction of Frozen Foods into 100 stores.

Quality and Value

The unique relationship we have developed over the years with our suppliers is based on our joint concern for the high quality and reliability of "St Michael" merchandise. Many of our manufacturers have established their own laboratories, introducing systems of quality control parallel to our own. We assist them in setting up their own sections to deal with technology, design and production engineering.

Tribute to Manufacturers

Our partnership with our manufacturers is based on commercial and technical collaboration between independent companies with a common approach to production, management and human relations.

We rely on the home manufacturers in Great Britain and Northern Ireland for the supply of the vast majority of our requirements. Some 98 per cent of "St Michael" clothing and knitwear lines are manufactured in the United Kingdom.

I warmly thank all our manufacturers and their staff for the co-operation and support they have given us in the year under review.

Tribute to Staff

It is my pleasure to ask you to join me in thanking all the staff in our stores and head office for their enthusiasm and hard work, and in paying special tribute to the staff of our Belfast store who maintain high morale and standards under very difficult conditions.

TEN-YEAR GROWTH

YEAR ENDED 31st MARCH	TURNOVER	OPERATING PROFIT
1973	£550,262,000	£70,036,000
1972	£463,022,000	£53,766,000
1971*	£416,685,000	£50,115,000
1970	£360,935,000	£43,705,000
1969	£317,336,000	£38,123,000
1968	£282,306,000	£33,871,000
1967	£255,770,000	£30,659,000
1966	£238,015,000	£29,618,000
1965*	£219,791,000	£27,506,000
1964	£201,494,000	£24,920,000

*(53 weeks)

A COPY OF THE FULL REPORT CAN BE OBTAINED FROM
THE REGISTRAR, MICHAEL HOUSE, BAKER STREET, LONDON, WIA IDN.

New reference to the Monopolies Commission

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, announced on May 25 in answer to a Parliamentary Question the decision to refer to the Monopolies Commission the supply in the United Kingdom of plain paper document copiers.

Notes

The Secretary of State is empowered to make references to the Monopolies Commission in any case where it appears to him that monopoly conditions prevail. Such conditions are defined in the legislation as prevailing in various circumstances, for example, where at least one-third of the goods of a particular description which are supplied in the United Kingdom are supplied by one company or group.

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The exact terms of the reference will be published when it is sent to the Monopolies Commission. It is a normal practice for firms concerned to have an opportunity to comment on the wording before the references are made.

Plain paper document copiers are electrostatic copiers which print on paper which has not been specifically prepared for the process.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following enterprises:

Co-operative Wholesale Society Ltd. and Scottish Co-operative Society Ltd.
International Stores Ltd. and Pricerite Ltd.

John Willment Automobiles Ltd.

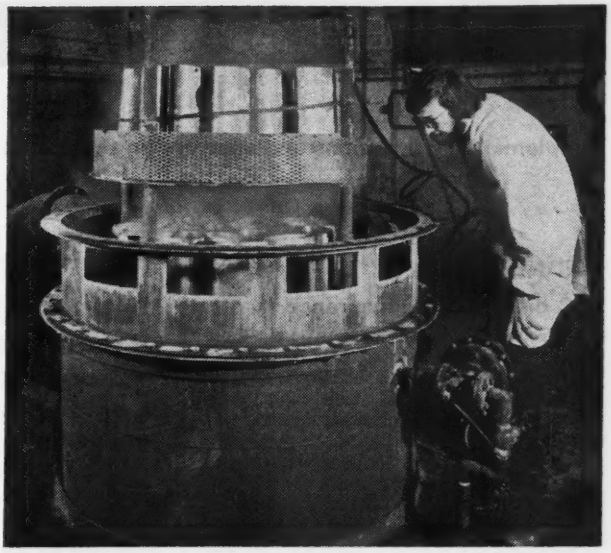
THE Department of Trade and Industry announced on May 30 that Mr. Peter Julian Millett, QC and Mr. Martin Richard Harris, Chartered Accountant have been appointed under the powers conferred by Section 165 (b) of the Companies Act 1948 to investigate the affairs of John Willment Automobiles Ltd.

Review of quota scheme for disabled people

THE Department of Employment is asking for comments by the end of the year on the future of the quota scheme operated by the Government to help disabled people get and keep employment. The scheme, which has been operating for almost 30 years, requires firms with more than 19 employees to draw a quota of three per cent of their staff from the Department of Emplyment's register of disabled people.

A consultative document ('The Quota System For Disabled People. Consultative Document'. Obtainable free from regional and local offices of the Department of Employment.) published by the Department draws attention to a number of unsatisfactory features in the present systems. It says it has existed substantially unchanged in spite of a changing labour market and changes in the structure of industry, in the pattern of disabilities, and in the attitude of society towards disabled people.

The document draws no conclusions and makes no recommendations. Its aim is to ensure that the Secretary of State for Employment in reaching conclusions about the future of the quota scheme, has the views of the many organisations and individuals concerned with the employment problems of disabled people.



The first batch of lead traps for vehicle exhaust systems comes out of the pilot alumina-coating plant at the Manchester works of Magnesium Elektron Ltd. They will be fitted to about 20 cars for an extensive road-test programme by the Department of the Environment and the Department of Trade and Industry. The lead trap, developed under an agreement between MEL, TI Silencer Services, Texaco Oil and Associated Octel, uses an alumina-coated stainless steel filter to trap lead emissions, and may offer an alternative to drastic reductions in lead anti-knock additives to petrol.

Malaysia/United Kingdom Air Services Agreement

A NEW Malaysia/United Kingdom Air Services Agreement was signed in London on May 24 by His Excellency Tan Sri Abdul Aziz bin Yeop, the Malaysian High Commissioner, for the Government of Malaysia and Mr Anthony Royle, Parliamentary Under-Secretary, Foreign and Commonwealth Office for the Government of the United Kingdom.

The negotiations were concluded in January of this year when the Agreement was initialled in Kuala Lumpur. The Agreement provides for the continuation and expansion of air services linking Malaysia and Brunei, Hong Kong and the United Kingdom.

VAT: Purchase Tax and Revenue Duty Rebate Scheme late claims decision

HM Customs and Excise will consider the belated claims of traders who failed to meet the time limit of April 30, 1973 for submitting claims for rebate of purchase tax and revenue duty provided the Department is satisfied as to the bona fides of the claim.

This concession was announced in the House of Commons on May 24 by Mr. Terence Higgins, Financial Secretary to the Treasury.

Any registered VAT trader who has not yet made a claim but who wishes to take advantage of the concession should make his claim without delay. The claim form (VAT 420), and Notice No. 748 which sets out the conditions for the rebate, may be obtained from any local VAT office. The completed claim, with a letter explaining the reason for the delay, should be sent to the address shown at the head of the claim form.

Dale Electric to occupy Government factory at Hull

DALE Electric of Great Britain are to occupy the 18,000 sq. ft. English Industrial Estates Corporation advance factory at Sutton Fields Industrial Estate in Hull.

Dale Electric, who are part of the publicly quoted Dale Group, will use the factory to manufacture their range of standard generating sets. The factory will produce for both the UK and export markets. Production is expected to begin within two weeks, with over 70 jobs created in the next 12 months.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

WEDNESDAY, MAY 23

EEC directives on insurance

Sir Geoffrey Howe was asked to itemise those regulations and directives accepted by the EEC prior to the UK becoming a full member relating to assurance and to state their effects upon British practices; and to indicate the nature of discussions taking place at the present time which would result in draft regulations and directives being considered.

'There are three broad categories of directives relating to insurance,' replied Sir Geoffrey.

'1. Directives already in force before the UK joined the Community, of which there are two.

(*a*) The directive of February 25, 1964, on the abolition of restrictions on freedom of establishment and freedom to provide services in respect of reinsurance and retrocession.

This directive has no effect upon British insurance practices.

(*b*) The directive of April 24, 1972, on the approximation of the laws of member states relating to insurance against and liability in respect of motor vehicles and the enforcement of the obligation to take out such insurance.

This directive requires motor policies to include that cover which is compulsory in other member states and abolishes inspection of 'green cards' for motorists from those countries. In addition the Motor Insurers' Bureau or its equivalent in each country must accept financial responsibility for compulsory liabilities following accidents involving vehicles registered in their own country, whether insured or not, occurring in other EEC countries. The operative date of this directive for UK insurers is January 1, 1974, by which date their policies will have to provide the wider territorial cover required by the directive.

'2. Directives agreed but not in force before UK accession.

Two Council directives confer freedom of establishment in non-life insurance business.

These harmonise the laws and administrative practices relating to the authorisation of insurers wishing to establish branches or agencies in other member states and abolish discriminatory provisions. Modifications are being negotiated to take account of the particular needs of the UK and the other acceding countries.

'3. Directives not yet agreed. Possible directives are now at various stages of consideration among the members of the Community on the following aspects of insurance and insurance supervision.

(*a*) Freedom to provide services in respect of transport, industrial and commerical risks.
(*b*) Freedom of establishment in life assurance business.
(*c*) Winding-up of insurance companies.
(*d*) Co-ordination of laws and administrative provisions relating to insurance contracts.
(*e*) Taxation of insurance contracts.
(*f*) Freedom of establishment for intermediaries (brokers and agents).'

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

Slater Walker and Hill Samuel merger

A Member asked for a statement on the decision announced on May 22 that the proposed merger between Slater Walker and Hill Samuel Group should not be referred to the Monopolies Commission. Sir Geoffrey Howe replied: 'After full consideration I reached the view that the proposed merger did not raise issues which required investigation and report by the Monopolies Commission. While the merger satisfies the size of assets test since the assets taken over exceed £5 million it does not satisfy the market share test. The proposed new company will not account for a third of the market either in merchant banking or in any of their other activities, such as investment management, unit trust management insurance broking, insurance, leasing and credit finance, and property. In most of these sectors there are a number of larger companies involved and the situation in all of them will remain fully competitive.'

Gas explosions

In reply to a question on the number of gas explosions, causing injury or damage, reported in 1972; and how this compared with the previous two years, Mr. Peter Emery said that the latest provisional figures from the British Gas Corporation indicated that during 1972 there were 79 explosions causing fatalities, serious injuries, or serious damage. The comparable figures for 1970 and 1971 were 95 and 68 respectively.

North Sea oil

Mr. Emery told a Member who asked what proportion of areas licensed for hydrocarbon exploration in the Scottish North Sea Continental Shelf had been allocated to companies registered in Scotland, that at present nine companies registered in Scotland had interests in the licences covering 44 blocks in the Continental Shelf off the Scottish Coast.

Mr. Emery was also asked for a statement on the DTI's plans for the establishment of adequate refining capacity in Scotland to refine the estimated production of 100 million tons of North Sea oil in 1980.

'Our estimate was that production would probably fall within the range of 70 to 100 million tons,' he answered. 'Decisions on whether to build new refineries or to expand existing plant are for the commercial judgment of individual companies. However, scheduled capacity in the UK is at present some 120 million tons and it is our policy to encourage home refining, particularly in the assisted areas including Scotland.'

Industrial development

Mr. Grant answered questions on industrial development in each of the economic planning regions of Wales.

THURSDAY, MAY 24

Trade agreements

Sir Geoffrey Howe was asked what United Kingdom trade agreements were in the list submitted to the EEC Commission for authority for their extension; and which of these the Government were prepared to allow the EEC to take over by the end of the transitional period. Sir Geoffrey said: 'The trade agreements submitted to the EEC Commission are listed below. These agreements, in common with other member states' bilaterial trade agreements, are examined annually by the Community in accordance with EEC Council Decision 69/494 to ensure that they do not constitute an obstacle to the implementation of the Common Commercial Policy. The transitional period referred to in the Decision was the transitional period of the original Six Member States and therefore is not applicable to the UK. The future of individual trade agreements will depend on a number of considerations including the development of the Community's relations with the country concerned within the framework of the Common Commercial Policy.

Country		Form of agreement	Signed
Albania		Exchange of Notes on Commercial Relations	10. 6.1925
Argentine Republic		Agreement relating to Trade and Commerce	1. 2.1936
Brazil	(a)	Exchange of Notes on Commercial Relations	10. 8.1936
	(b)	Exchange of Notes regarding Regulation of Beef Imports into the UK (International Beef Conference. Argentine and Uruguay also signatories)	15. 1.1937
People's Republic of Bulgaria		Long Term Trade Agreement	27. 4.1970
Federal Republic of Cameroon		Agreement on Commercial and Economic Co-operation with Protocol and Exchange of Letters	29. 6.1963
Democratic Republic of the Congo (Kinshasa)		Agreement on Commercial and Economic Co-operation	18. 3.1970
Cuba	(a)	Commercial Agreement with Protocol of Signature and Exchange of Notes regarding Navigation	19. 2.1937
	(b)	Exchange of Notes modifying the agreement of 19.2.1937	7-17.10.1939
Czechoslovak Socialist Republic		Long Term Trade Agreement (with Exchanges of Letters and Declaration)	27. 6.1972
Haiti		Exchange of Notes for the establishment of a Commercial 'Modus Vivendi'	25. 2.1928
Hungarian People's Republic		Long Term Economic and Trade Agreement (with Exchanges of Letters, Declaration and Co-operation Arrangement)	21. 3.1972
Iceland		Agreement relating to Trade and Commerce (with protocol)	19. 5.1933
Morocco		Commercial Agreement	9. 1.1961
Mongolia		Trade Agreement	21. 3.1973
Nepal		Exchange of Letters concerning reciprocal MFN treatment	7. 5.1965-4.11.1965
Norway		Trade Agreement	15.12.1950
Paraguay		Agreement on Trade and Payments, prolonged by exchanges of notes, the latest exchange prolonging the Agreement to 27.3.1976	21.11.1955
Poland	(a)	Agreement on Trade and Commerce	27. 2.1935
	(b)	Exchange of Notes Amending the Polish Text of the 1935 Agreement	22. 3.1937
	(c)	Long Term Economic and Trade Agreement	21. 4.1971
Socialist Republic of Romania		Long Term Trade Agreement and Co-operation Agreement	15. 6.1972
Soviet Union		Long Term Trade Agreement	3. 6.1969
Spain		Trade and Payments Agreement. Extended by Exchanges of Notes ending with that of 19-25.6.1952	23. 6.1948
Tunisia		Trade Agreement. Extended by a series of Exchanges of Notes ending with those of 26.1.1965	17. 1.1961
United Arab Republic (Egypt)	(a)	Exchange of Notes establishing a Commercial 'Modus Vivendi'. Extended by exchanges of Notes ending with those of 19.10.1952	5-7. 6.1930 19.10.1952
	(b)	Agreement concerning Financial and Commercial Relations and British Property in Egypt (with exchange of notes) (Annex D to the Agreement continues in force the Provisional Commercial Agreement of 5-7.6.1930)	28. 2.1959
Uruguay	(a)	Agreement on Trade and Payments (with Protocol, Supplementary Agreements and Notes)	26. 6.1935
	(b)	Exchanges of Notes suspending Article 7 of Agreement of 1935	30. 8.1940
	(c)	Exchange of Notes regarding Regulation of Beef Imports into the UK (International Beef Conference. Brazil and Argentine also signatories)	6. 1.1939

Sir Geoffrey was also asked to list the UK agreements on commercial and economic co-operation with third countries which required the prior approval of the EEC, and those which did not. He answered: 'The agreements with the following countries require the approval of the EEC for their renewal or extension either because they are commercial as well as economic co-operation agreements, or because they are co-operation agreements containing clauses which come within the framework of the Common Commercial Policy of the EEC.

Cameroon
Zaire
Hungary
Romania
Czechoslovakia

'The co-operation agreement with Poland signed on March 20, 1973, contains no clauses which come within the Common Commercial Policy as at present defined and did not therefore require the prior approval of the EEC.'

Safety levels of UK airlines

A Member referred to published international statistics, and asked for a statement about the relative safety levels of UK airlines and those of other states with major airline industries, and about the change in safety level of the UK industry since 1962. Mr. Onslow answered: 'International statistics are available only for scheduled operations the most recent being those published by ICAO for 1971; these indicated that the safety level of UK scheduled operations continued as in many previous years to be above the world average. While there can be no complacency about the matter a significant improvement in safety has been achieved by the UK airline industry over the past decade, and it is notable that the safety level of non-scheduled operations is now comparable to that of scheduled operations.'

Aircraft noise

A Member inquired what was the minimum height for civil aircraft flying over Westminster, prior to landing at Heathrow; how many complaints had been received about aircraft noise nuisance from central London in the past year; and how the noise level compared with the estimated noise level of aircraft over the Kent coast landing and taking off from Maplin Airport. Mr. Onslow said: 'Aircraft on approach to Heathrow normally cross Westminster at not less than 3,000 feet; 11 complaints about aircraft noise have been received from residents of the Cities of London and Westminster in the past year. The typical noise over Westminster of a heavy jet (eg Boeing 707) is about 93 PNdB. If similar aircraft were using Maplin some years hence they would, when crossing the northern Kent coast, give an estimated average noise level of 91 PNdB on approach and 97 PNdB on departure.'

FRIDAY, MAY 25

Fair Trading Bill

'When the Fair Trading Bill passes into law, the Director General will be able to keep the industry's activities under review,' said Mr. Emery when asked if plans would be made to establish formal machinery for monitoring the standards of service to customers of the travel and tour operators' industry under the provisions of the Fair Trading legislation.

Supplies of steel

In reply to a question on whether supplies of steel were adequate to meet the future demands of the structural engineering industry, Mr. Emery said: 'The British Steel Corporation informs me that, following labour troubles, production of structural steel is at present insufficient to satisfy the very high level of orders. However, plans have been made by the Corporation to provide capacity to meet long-term demand.'

Compulsory liquidations

Sir Geoffrey Howe was asked how many companies had gone into compulsory liquidation in each of the last 10 years for which records are available. Sir Geoffrey answered that the number of compulsory liquidations in England and Wales in each of the years 1963 to 1971 inclusive was respectively 729, 724, 805, 934, 1,230, 1,108, 1,181, 1,269 and 1,166. The provisional figure for 1972 is 1,150. This and other information about compulsory liquidations was in the Companies' Annual Reports, copies of which are in the Library.

Motor insurance

A Member asked on what dates the DTI received applications from insurance companies for increases in motor insurance premia; when each of these applications had been approved or rejected; and what action had been taken to ensure that these applications were processed within the due time laid down by law. Sir Geoffrey Howe said: 'Eighteen applications have been received at various dates. Seven of these have already been dealt with, in each case within the time limits which apply to comparable applications from other sectors under the Price and Pay Code. None has so far been rejected but in three cases the increase applied for has been significantly reduced.

Companies Acts

Asked if he would establish an inquiry into the affairs of John Willment Automobiles Limited under Section 165 of the Companies Act 1948, Sir Geoffrey Howe said: 'I am considering whether or not there are grounds for exercising investigatory powers under the Companies Acts.' (*See also page 459*)

Public expenditure

A Member asked Mr. Walker to list the projects affected by the Chancellor's statement of public expenditure retrenchment announced on May 21 which fell on his Vote and to indicate the total savings expected for the current and prospective year. Mr. Walker said: 'The bulk of the savings falling on DTI Votes will be achieved by adopting a more selective approach to new projects as they come forward, in the field of advanced technology and under Section 8 of the Industry Act. There will also be some saving in assistance under Section 7 of the Industry Act through changes in the techniques of support aimed at reducing the short-term call on public expenditure. Total savings in 1974/5 will be £35 million, and consequential savings in 1973/4 are estimated at about £15 million.

'£100 million will be saved on capital expenditure by the DTI nationalised industries in 1974/5. This expenditure is not borne on DTI Votes. The detailed allocation of the cuts will depend on the outcome of consultations now in progress with the chairmen of the nationalised industries concerned. The consequential savings in 1973/4 will depend in part on the projects chosen.

'For the effect of my Vote(s) of the policy on Civil Service manpower announced in the Chancellor of the Exchequer's statement, I would refer my Honourable Friend to the reply given today to his question to the Minister for the Civil Service.'

Computer industry

Mr. Chataway was asked what consideration was being given to further public subsidy to the computer industry, and under which statutory powers; and to give as much information as is consistent with commercial considerations about the applications for assistance received. Mr.

(*continued on next page*)

PARLIAMENT
continued

Chataway answered: 'The Government is considering ICL's needs for further support of its R & D programme beyond the £14.2 million which is already being provided in the period to September 1973 under the Science and Technology Act 1965. I hope that an announcement about any further support for ICL can be made shortly. Limited support is also being provided to other firms under the various measures I announced on August 2, 1972, when responding to the recommendations of the Select Committee on Science and Technology. Apart from further support to ICL, no other major applications for support from the industry are currently being considered.'

Exports of food surpluses

Mr. Onslow, in reply to a question on the policy of the EEC in regard to restricting the carriage of exported food surpluses to vessels of any particular nation or group of nations, said: 'There is, at present, no Community policy on shipping. But the individual members of the Community subscribe to the OECD Code of Liberalisation of Invisible Operations which condemns discriminatory shipping practices.'

Shipping Contracts and Commercial Documents Act 1964

A Member asked how many orders had been made in each of the years 1970, 1971, 1972 and up to the present time pursuant to the Shipping Contracts and Commercial Documents Act 1964. Sir Geoffrey Howe said that there had been one Direction during this period, under Section 2 of the Act, on December 5, 1972. The Direction followed an Order upon the Beecham Group Limited by the US District Court in the District of Columbia requiring Beechams to answer certain interrogatories filed in the District Court by the plaintiffs in proceedings brought against the company by the US Department of Justice and others. The Order was made because it was apparent that answers to these interrogatories would involve the production of commercial documents (or information compiled from such documents) located in the UK and that the requirements of the Order of the District Court constituted an infringement of the jurisdiction to which the UK was entitled under international law.

Ownership of Scotch whisky industry

Sir Geoffrey, answering a question on the proportion, by value of annual output, of the Scotch whisky industry, in Scottish ownership, said that on the basis of the 1968 Census of Production 96½ per cent of gross sales by volume were accounted for by companies registered in Scotland.

Flag discrimination

A question was asked on international undertakings given by the UK with regard to flag discrimination in shipping; whether there had been any recent change in the views of the UK Government; and whether such undertakings were also fully supported by the EEC. Mr. Onslow answered: 'In common with other individual members of the EEC, the UK subscribes to the OECD Code of Liberalisation of Invisible Operations which condemns flag discrimination. This policy was publicly reaffirmed in the Decisions taken by the Ministers of the Consultative Shipping Group (which includes the United Kingdom and most of the other maritime members of the EEC) in Tokyo in February 1971, and the Government's views have not changed since them.'

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ships for Sale

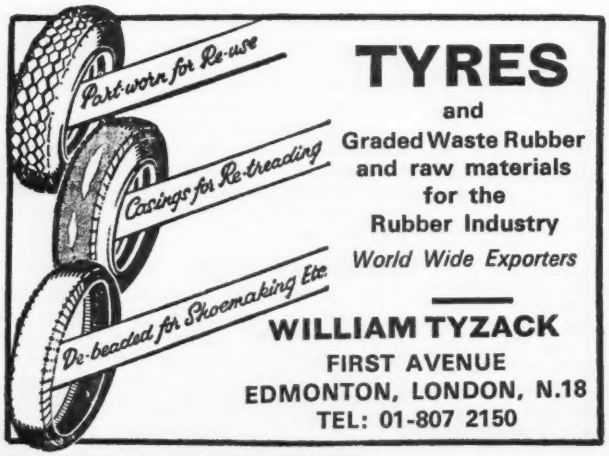
Offers are invited for the purchase of the undermentioned vessel 'as lying' at Royal Clarence Yard, Gosport, Hants.

'ST BEES W36' Self-propelled Hopper Barge. Steel, built 1968. GT 1162. NT 515. Length (BP) 207 ft. Breadth (mld) 44 ft. Depth (mld) 15 ft. 6 in. Light displacement 870 tons. Engine: Twin screw, diesel, by Ruston and Hornsby. BHP 1,050 × 2 = 2,100.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "ST BEES W26" ' and must be received not later than *noon* on June 28, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.



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The metric change

Going Metric is the quarterly bulletin of the Metrication Board As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Officer J, Metrication Board, 22 Kingsway, London WC2B 6LE.

Offers are invited for the purchase of the undermentioned coastal salvage vessel 'as lying' at HM Naval Base, Portsmouth.

'SWIN' Steel, built 1944. GT 782. NT 254. Length (BP) 150 ft. Breadth (mld) 35 ft. 6 in. Depth (mld) 16 ft. Light Displacement 1,050 tons. Engine: Single screw, steam, oil-fired triple expansion, by Smiths Dock Company Ltd., South Bank-on-Tees. IHP 600.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "SWIN" ' and must be received not later than *noon* on July 5, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

June 14, 1973 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554 2447/8/9)

Miscellaneous stores including, Greatcoats; raincoats; blouses; trousers; skirts; Arctic clothing; hammocks; haversacks; pillow cases; mattress covers; blankets, sheets; corduroy blouses; kitchen and household equipment; M/T and electrical spares; telephone spares and equipment; photographic spares and equipment; furniture; lockers; charging sets; generators; fork-lift trucks; fans; blowers; Landrovers, Dennis fire engine; Bedford truck and mini-bus, clocks and watches; electrical test sets, micrometers; machine and hand tools; scrap leather; scrap webbing; woollen and mixed rags; MT and tractor tyres; aircraft spares and equipment; lawnmowers; telescopes and binoculars; ball and roller bearings, etc.

June 20, 1973 Miscellaneous Stores

Location: The Astoria, Roundhay Road, Leeds 8

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (Tel: 0532-20898)

Miscellaneous stores including: Clothing; greatcoats; raincoats; battledress; shirts; jerseys; boots, shoes; textiles; tents; bivouacs; carpets; camp equipment; household and office furniture; chairs; tables; wardrobes; chests of drawers; compressors; pallet transporters; generators; charging sets; industrial tractors; welding plant; gravity roller conveyor; cable; tyres; electrical signal and wireless equipment; M/T spares; tools; household and kitchen equipment; lifting and towing equipment; batteries, jerricans, etc.

Catalogues for the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale.

Sale by Tender Machine Tools

Herbert Nos. 3 and 4 Programmautos: Herbert vertical 6 auto; Newall 24 N 43 Jig borer; Churchill-Redman 450 plugboard controlled 6 station; Turret lathe; Rigid VS6 6SP 3-Dimensional vertical copy Miller; Massey Hydrostamp die forging hammer; Optimec Mk. IIa presetting machine; Bliss 2500 ton Heading presses; Bliss H5300 Hydro-Dynamic single action presses. Locations: Various including England—Midlands, North, East Coast and Scotland—Lanarkshire.

Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply: Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m., June 28 and 10 a.m., July 5, 1973.

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

GENERAL NOTICES

49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
220	Export Reliefs and the Common Market: Preliminary Notice.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
240	Compensatory Levy and the 'Holiday Period' throughout 1973.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.
703	VAT—Exports.
704	VAT—Retail Export Schemes.
705	VAT—Tax free sales of motor vehicles to tourists, etc.
750	Community transit—general.
750A	Community transit—list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit—the simplified procedure for goods carried by rail.
755	Community transit—special control procedures.
800	EEC Common Agricultural Policy: Customs procedures in respect to export licences.
810	EEC Preferences—Free Trade Agreement between the EEC and the EFTA countries.
815	EEC Preferences Morocco: Admission of goods into the United Kingdom on preferential terms under the Agreement of Association with Morocco.
815A	Transitional modification of the origin condition described in Notice 815.
817	EEC Preferences Tunisia: Admission of goods into the United Kingdom on preferential terms under the provisions of the Agreement of Association with Tunisia. Procedure for obtaining evidence to substantiate claims for preferential treatment of United Kingdom goods exported to Tunisia under the terms of the Agreement.
817A	Transitional modifications of the origin condition described in Notice No. 817.
818	EEC Preferences Egypt: Admission of goods into the United Kingdom on preferential terms under the provisions of the Agreement with the Arab Republic of Egypt. Procedure for obtaining evidence to substantiate claims for preferential treatment of United Kingdom goods exported to the Arab Republic of Egypt under the terms of the Agreement.
818A	Transitional modifications of the origin condition described in Notice No. 818.
819	EEC Preferences Cyprus: Admission of goods into the United Kingdom on preferential terms under the provisions of the Agreement of Association with the Republic of Cyprus. Procedure for obtaining evidence to substantiate claims for preferential treatment of United Kingdom goods exported to the Republic of Cyprus under the terms of the Agreement of Association.
830	Arrangements between Denmark and United Kingdom. (available shortly).

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
* 430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
* 430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

* Valid until June 30, 1973

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	18 p	−692 p	710 p
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	59	−122	181
2nd qtr	126	126	144	122	185	−90	−142	−5	31	115	−53	168
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−113	−284	171
4th qtr	130			121 p	183 p	0	1	11	−6	−43p	−233 p	190 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices		Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students		Labour: Unfilled vacancies for adults	Trade§	
					Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	Exports	Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	71.1	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	78.2	568	2.5	186	184	181
1971	124.9	126.7	103.8	108.5	153.4	9.4	132.6	137.7	88.5	737	3.2	129	205	194
1972	128.2	130.3	110.0	138.6	164.3	7.1			100.9	816	3.6	145	213	225
1971 1st qtr	124.3	126.4	101.8	91	147.9	8.6	129.7	134.4	85.5	634	2.8	150	186	188
2nd qtr	125.1	127.0	103.2	95	153.2	9.8	133.1	137.2	87.1	709	3.1	128	212	197
3rd qtr	125.6	127.1	104.4	116	155.3	10.1	134.1	139.2	89.4	772	3.4	119	214	193
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	92.1	832	3.7	118	210	199
1972 1st qtr	121.7	125.0	106.3	121	159.7	8.0	135.0	141.6	95.7	870	3.8	124	204	211
2nd qtr	128.8	129.2	108.5	143	162.7	6.2	136.1	143.4	97.7	835	3.7	135	216	216
3rd qtr	130.1	131.9	111.8	141	165.4	6.5	139.4	146.0	102.2	809	3.6	146	192	215
4th qtr	132.1	135.0	113.7	149	169.4	7.7	148.4	149.1	107.8	754	3.3	176	242	258
1973 1st qtr	135.0	138.1	117.1	145 p	172.4	8.0	164.5 p	151.0 p	108.7 p	665	2.9	229	248	277
1972 Jun	129.2	129.1	109.5	153	163.7	6.1	136.1	144.1	99.6	805	3.5	139	227	217
Jul	129.7	131.6	112.5	127	164.2	5.8	137.3	144.9	100.0	807	3.5	141	209	198
Aug	129.6	131.7	111.9	156	165.5	6.6	139.6	146.0	103.5	808	3.6	147	137	182
Sep	131.1	132.3	111.0	139	166.4	7.0	141.2	147.0	106.8	812	3.6	150	230	264
Oct	131.3	133.7	112.4	149	168.7	7.9	144.8	148.2	107.6	779	3.4	163	251	260
Nov	132.2	135.1	113.0	157	169.3	7.6	147.5	149.1	108.2	756	3.3	177	239	261
Dec	132.9	136.2	115.2	142	170.2	7.7	152.9	149.7	108.4	727	3.2	188	235	255
1973 Jan	132.8	134.9	114.2	154	171.3	7.7	158.7	150.3	108.4	703	3.1	201	247	264
Feb	135.3	138.5	117.1	146	172.4	7.9	165.0	151.1	108.9	660	2.9	238	252	269
Mar	137.0	140.9	119.4	136	173.4	8.2	169.9 p	151.7 p	109.5	630	2.8	254	246	298
Apr				125 p	176.7	9.2	169.0 p	149.5 p	111.8 p	617 p	2.7 p	275 p	267 p	275 p
% change latest 3 months:														
on prev. 3 months	+2.2	+2.3	+3.0	−9.9	+2.3		+9.8	+0.7	+1.8	−12.8		+34.5	+6.2	+8.0
on a year earlier	+10.9	+10.5	+10.0	+13.9	+8.4		+24.3	+6.1	+14.1	−16.8		+97.9	+23.4	+29.2

(‡) Not seasonally adjusted (§) On a balance of payments basis.

FOOTWEAR INDUSTRY

Orders and deliveries

In the three months ended February 1973 net new orders (pairage seasonally adjusted) received by the footwear industry were estimated to be 16 per cent higher than in the three months ended November 1972. Deliveries were 2 per cent lower than in the previous three months but order books at the end of February were 11 per cent higher than at the end of November. Production in the three months fell by 4 per cent.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment are published in the Business Monitor Production Series under reference P17.

This table is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiries which they superseded. Linkage factors spanning the 4th quarter 1970 and the 1st quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters however, the amended back data for 1966-70 should be interpreted with caution.

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

INDEX OF PRODUCTION, ORDERS ON HAND, NET NEW ORDERS AND DELIVERIES OF COMPLETE FOOTWEAR

Monthly averages or monthly totals

	Index of production 1963 = 100	Orders on hand (end period)			Net new orders			Deliveries		
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million
1966	101	33.6			..			16.4		
1967	94	37.8			16.5			16.1		
1968	99	41.6			17.3			17.0		
1969	95	34.6			15.9			16.5		
1970	88	38.9			16.6			16.2		
1971	96	32.5		55.7	15.7			16.2		23.8
1972	92	29.5 r		59.6 r	15.2 r		24.8 r	15.4 r		24.5 r
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual
1971 1st quarter	91	40.5	40.2	56.0	17.1	16.7	..	16.6	16.7	23.8
2nd quarter	95	43.3	38.7	67.9	16.6	16.3	26.5	15.7	16.8	22.5
3rd quarter	101	31.8	40.1	49.0	12.8	17.0	18.3	16.6	16.5	24.6
4th quarter	96	32.5	39.1	55.7	16.1	14.3	26.6	15.8	15.2	24.4
1972 1st quarter	93	37.7	41.2	53.4	18.0	17.0	24.7	16.3	16.1	25.5
2nd quarter	85	35.7	34.0	65.1	13.7	13.0	25.8	14.4	15.4	21.9
3rd quarter	98	26.4 r	38.0 r	49.7 r	13.1 r	17.4 r	20.9 r	16.2	16.1	26.0 r
4th quarter	89 r	29.5 r	37.9 r	59.6 r	15.8 r	14.1 r	27.7 r	14.8 r	14.2 r	24.4 r
1971 July	101	40.6	43.5	62.7	12.5	20.9	17.8	15.2	16.1	23.0
August	105	36.5	42.5	56.7	11.0	15.4	16.2	15.1	16.4	22.2
September	97	31.8	40.1	49.0	14.8	14.6	20.8	19.5	17.0	28.5
October	104	30.5	38.7	49.4	16.9	14.4	28.4	18.2	15.7	28.0
November	92	32.4	37.8	57.2	18.5	14.1	32.6	16.6	15.1	24.8
December	93	32.5	39.1	55.7	12.8	14.5	18.9	12.7	14.7	20.4
1972 January	96	33.3	42.0	52.5	15.4	20.4	19.7	14.6	16.8	23.0
February	90	35.1	41.6	52.4	18.0	15.1	24.9	16.1	15.5	25.0
March	94	37.7	41.2	53.4	20.7	15.5	29.5	18.1	15.9	28.5
April	86	40.2	39.7	54.5	16.6	14.8	22.1	14.2	16.2	21.0
May	84	43.2	40.6	67.7	17.5	15.4	35.8	14.5	14.6	22.7
June	86	35.7	34.0	65.1	6.9	8.6	19.5	14.4	15.3	22.1
July	100 r	30.1 r	33.7 r	57.0 r	9.3 r	16.1 r	16.0 r	14.9 r	16.4 r	24.0 r
August	100 r	31.9 r	40.7 r	55.5 r	17.7 r	23.6 r	23.3 r	16.0 r	16.6	24.8 r
September	95 r	26.4 r	38.0 r	49.7 r	12.2	12.5 r	23.4 r	17.6 r	15.2 r	29.2 r
October	91 r	25.4 r	37.0 r	49.9 r	16.5 r	13.3 r	28.6 r	17.5 r	14.3 r	28.5 r
November	89 r	29.0 r	37.4 r	58.7 r	19.4 r	14.8 r	34.9 r	15.9 r	14.4 r	26.1 r
December	87 r	29.5 r	37.9 r	59.6 r	11.4 r	14.3 r	19.7 r	10.9 r	13.8 r	18.8 r
1973 January p	85 r	31.2 r	42.1 r	58.9 r	15.3 r	18.6 r	23.9 r	13.6 r	14.3 r	24.6 r
February p	92	32.5	41.4	58.6	15.8	14.0	26.5	14.5	14.8	26.8

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UK OVERSEAS TRADE

United Kingdom trade in the first quarter of 1973

Provisional figures for the current account of the United Kingdom balance of payments in March, containing information on imports and exports, were published on April 18 and an article appeared in *Trade and Industry* dated April 26.

Introduction

THIS article comments on the movements in the external trade of the United Kingdom in the first quarter of this year and highlights the more significant features of the commodity and area flows of trade. More detailed information is contained in the tables and the charts.

The dock strike in the United Kingdom in the early part of the third quarter of last year caused severe distortions to the flows of trade in both that quarter and the fourth quarter. As a result, care must be exercised in comparing recent quarterly figures to avoid a misleading picture of the underlying movements in trade. To minimise the effects of the dock strike, the comparisons made in this article are between trade in the first quarter of this year and the second half of last year.

Visible balance

In the first quarter of this year the balance on visible trade was in deficit at a monthly rate of £121 million compared with a deficit averaging £86 million a month in the second half of last year. This deficit, however, was offset to some extent, by net invisible earnings which amounted to £58 million a month in the quarter.

The worsening in the visible trade deficit between the second half of last year and the first quarter of this year largely resulted from a substantial fall in the terms of trade. Between these two periods the unit value index for imports increased by 11 per cent whereas that for exports increased by 3 per cent. The volume of imports increased by 8 per cent; a slower rate than the 10 per cent increase in exports.

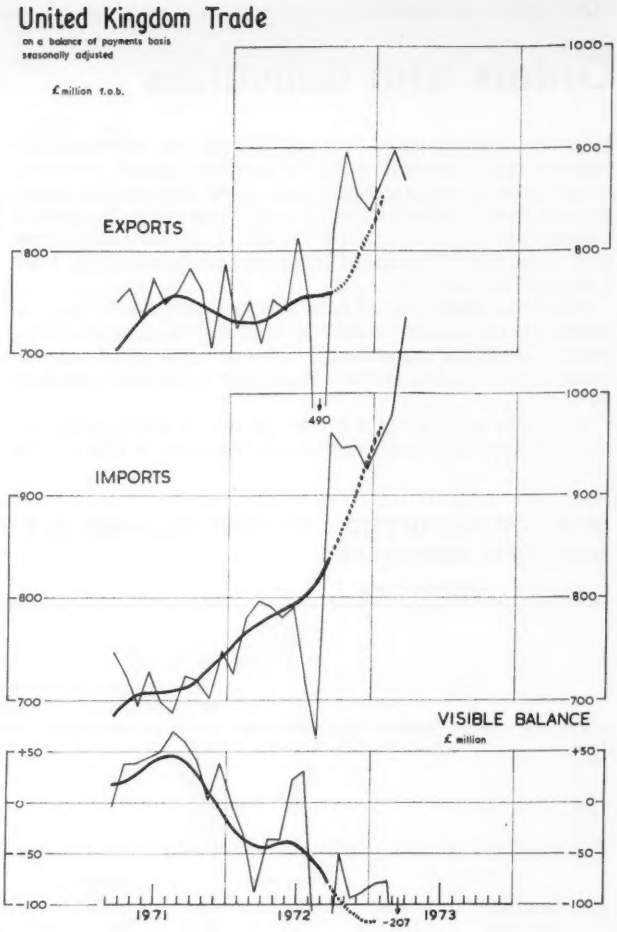

TABLE 1. VISIBLE TRADE

Seasonally adjusted values §

£ million per month

	Exports				Imports				
	Overseas Trade Statistics basis fob	Coverage adjustments	Net allowance for factors affecting recording***	Balance of payments basis fob	Overseas Trade Statistics basis cif	Freight insurance and other valuation adjustments	Coverage adjustments‡	Balance of payments basis fob	Visible balance
1971	765	−41	+ 9	733	818	− 86	−26	707	+26
1972	812	−51	—	761	930	− 86	−25	819	− 58
1971 1st quarter	680	−30	+14	664	792	− 87	−21	684	− 20
2nd quarter	781	−41	+15	755	820	− 87	−18	716	+ 39
3rd quarter	798	−46	+10	763	816	− 84	−30	702	+ 61
4th quarter	801	−46	− 5	750	844	− 86	−35	723	+ 27
1972 1st quarter	775	−48	—	728	879	− 81	−30	768	− 40
2nd quarter	818	−49	—	769	892	− 86	−19	787	− 18
3rd quarter	735	−49	—	686	890	− 82	−27	781	− 95
4th quarter	921	−59	—	862	1,057	− 95	−23	940	− 78
1973 1st quarter	945	−68	—	878	1,134	−102	−34	999	−121

§ Components and totals are rounded independently.
*** See note 1(d).
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc.

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Exports

The value of exports in the first quarter of 1973 averaged £878 million per month, seasonally adjusted on a balance of payments basis, 13 per cent higher than the monthly average of £774 million for the second half of 1972 and a substantial part of this increase resulted from a greater volume of deliveries to our overseas markets. The growth in exports was widely distributed among the main commodity groups. Among our markets, deliveries to North America increased very strongly, there was a substantial rise in deliveries to Western Europe and shipments to the Sterling Area (outside Europe) also increased.

Area pattern of exports

Exports to the Sterling Area outside Europe—a market which receives about a quarter of the United Kingdom's exports—were 11 per cent higher than the second half of 1972. This growth contrasts sharply with the decline in exports to this area in the first half of 1972 and suggests that the trend is rising upward. Among the main factors for the poor performance in 1972 were the imposition of more severe import controls and the lower import demand in some of the individual countries of the Sterling Area.

Within the **Sterling Area**, exports to the developed countries in aggregate grew strongly, by 16 per cent, between the period January to March inclusive and the second half of last year. Deliveries to Australia were 25 per cent higher and South Africa 12 per cent higher. The more severe import restrictions which may have curtailed our exports to South Africa last year have been lifted and there has been recent expansionary measures in the South African and Australian economies: both factors have benefited United Kingdom exports.

There was an increase in exports to **Western Europe** of 12 per cent: within this market exports to the EEC were 15 per cent higher in the first quarter than in the second half of 1972 and exports to the EFTA countries 12 per cent higher. As usual there was considerable variation in growth rates between countries in Western Europe. Exports to Belgium and Luxembourg increased by 21 per cent reflecting higher deliveries of precious stones and transport equipment and to the Irish Republic by 24 per cent reflecting increased shipments of machinery and transport equipment. In contrast exports to France only rose by 7 per cent. Within the EFTA bloc exports to Sweden grew by 13 per cent and was associated with a higher shipment of most manufactured goods and to Switzerland only 4 per cent in the first quarter compared with the previous six months.

Our most buoyant market however in the first quarter of this year was **North America** to which exports increased by 20 per cent. Deliveries to the United States were 22 per cent higher and reflected increased shipments of precious stones and motor cars and motor parts.

Exports to other markets in aggregate were 16 per cent higher also

(*continued on next page*)

Exports by Areas

on an Overseas Trade Statistics basis excluding adjustments for special factors affecting recording

£ million f.o.b. seasonally adjusted

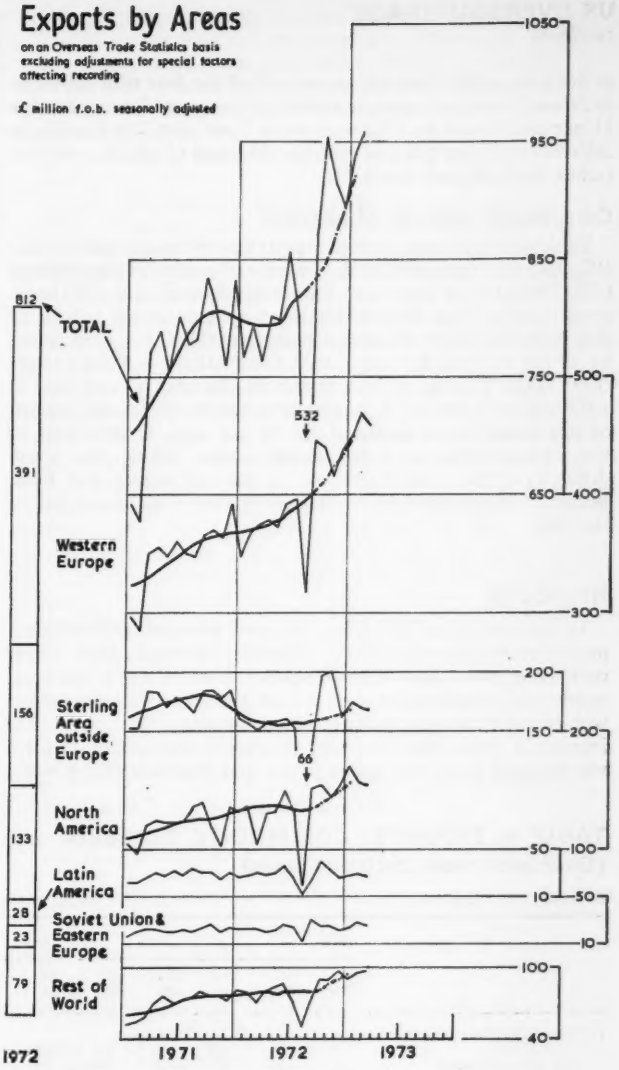


TABLE 3. EXPORTS: AREAS¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million fob per month

	1972					1973
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
STERLING AREA outside Europe	156	155	159	121	187	170
Australia	26	26	28	21	31	33
New Zealand	12	11	11	8	18	13
Republic of South Africa	26	25	27	20	30	28
WESTERN EUROPE*	391	363	381	387	431	460
EEC*	245	230	239	241	269	293
Western Germany	49	48	47	47	54	58
Netherlands	38	35	38	38	39	44
Belgium and Luxembourg	33	28	33	35	35	42
France	43	39	40	44	48	49
Italy	24	23	22	23	26	27
Irish Republic	39	39	39	34	43	48
Denmark	20	19	18	19	23	24
EFTA*	112	105	108	113	124	132
Norway	16	16	14	17	16	18
Sweden	34	34	33	30	39	39
Switzerland	31	25	28	35	35	36
Other	33	33	34	30	38	41
NORTH AMERICA	133	127	137	117	151	161
USA and Dependencies	102	95	105	91	116	126
Canada	32	32	33	26	35	35
LATIN AMERICA	28	28	31	21	33	29
SOVIET UNION AND EASTERN EUROPE	23	22	23	22	24	26
REST OF WORLD	79	76	83	65	93	95
Japan	14	13	15	12	17	19
TOTAL	812	775	818	735	921	945

¶ See note 1(b). * See note 1(f).

TABLE 2. CHANGES IN VALUE, VOLUME AND UNIT VALUES OF EXPORTS AND IMPORTS ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted except Unit Values — monthly averages

	Exports fob			Imports fob			Terms of trade **
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1971	733	160	148	707	160	134	110
1972	761	159	157	819	177	143	110
1971 1st quarter	664	150	143	684	160	131	109
2nd quarter	755	167	146	716	162	135	108
3rd quarter	763	166	149	702	157	137	109
4th quarter	750	159	152	723	161	137	111
1972 1st quarter	728	156	155	768	170	139	111
2nd quarter	769	162	157	787	175	140	112
3rd quarter	686	141	160	781	169	144	111
4th quarter	862	178	162	940	195	152	107
1973 1st quarter	878	176	166	999	196	164	102

** Export Unit Value Index as percentage of the Import Unit Value Index.

in the first quarter than the second half of last year with deliveries to Japan 32 per cent higher, to the Soviet Union and Eastern Europe 11 per cent higher and Latin America 7 per cent. The increase in deliveries to Japan reflected a higher shipment of whisky, precious stones, platinum and chemicals.

Commodity pattern of exports

Table 4 gives a breakdown of exports by various commodities for 1972 and first quarter of 1973. The value of exports of **manufactures** (SITC 5-8) grew by 14 per cent, seasonally adjusted on an OTS basis, most of which was attributable to an increase in the volume of deliveries. Shipments of semi-manufactures (SITC 5 + 6) increased by 20 per cent and finished manufactures (SITC 7 + 8) were 11 per cent higher. Exports of road motor vehicles after a poor year in 1972 rose by 14 per cent in the first three months of this year. Exports of **non-manufactures** increased by 18 per cent, a large part of the increase reflecting higher export prices. Within this group deliveries of basic materials were 25 per cent higher, and food, beverages and tobacco, 20 per cent higher than in the second half of last year.

Imports

In the first quarter of this year, imports averaged £999 million a month, seasonally adjusted, on a balance of payments basis, 16 per cent higher than the monthly average in the second half of last year: nearly half of the increase resulted from a greater volume of imports with higher prices accounting for the remainder of the increase. The increase in prices had two major causes; the depreciation of the £ was reflected in higher sterling prices, and there were rising world prices for several major commodities which the United Kingdom imports in large quantity, eg wheat, wool, meat and copper.

Imports of all major commodity groups increased; imports of food, beverages and tobacco, of industrial materials and of finished manufactures all increased in value by between 17 and 19 per cent; the increase in the value of fuel imports was only 8 per cent.

Commodity pattern of imports

Imports of **food, beverages and tobacco** reached £235 million a month in the first quarter of this year, a rise of 17 per cent compared with the average for the second half of last year. Higher prices accounted for almost all of the increase, reflecting in particular the high world price levels of wheat and beef.

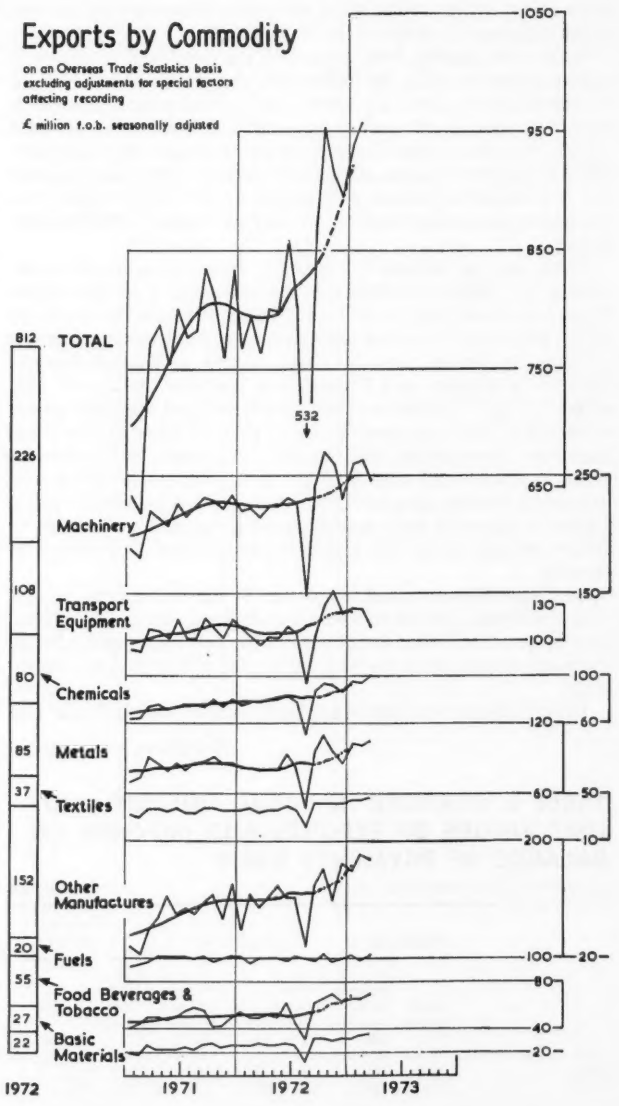
Although imports of beverages and tobacco are not large in relation to this group as a whole, in the first quarter just under one-third of the total increase in value was attributable to the rise of over 50 per cent in the value of these imports.

TABLE 4. EXPORTS: COMMODITY CLASSES¶
(Overseas trade statistics basis)

Seasonally adjusted values — £ million fob per month

	1972					1973
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
FOOD, BEVERAGES AND TOBACCO	55	52	55	46	67	68
Food and live animals	29	25	28	27	35	37
Beverages and tobacco	26	27	26	19	32	31
BASIC MATERIALS	27	26	26	23	31	34
Crude materials	26	25	26	23	30	33
FUELS	20	19	20	20	21	21
MANUFACTURES	688	657	691	619	786	801
Machinery and transport equipment	335	323	334	297	384	377
Non-electric machinery	171	166	172	155	191	193
Electric machinery	55	53	54	50	64	63
Road motor vehicles	76	73	78	61	94	88
Other transport equipment	32	32	27	32	37	33
Chemicals	80	77	82	71	91	96
Metals and miscellaneous metal manufactures	85	81	85	75	97	102
Textiles	37	36	38	33	42	45
Other	152	141	156	141	169	182
Clothing and footwear	15	15	15	14	15	16
Instruments	23	22	23	21	26	26
MISCELLANEOUS	22	22	24	21	22	22
TOTAL	812	775	818	735	921	945

¶ See note 1(b).



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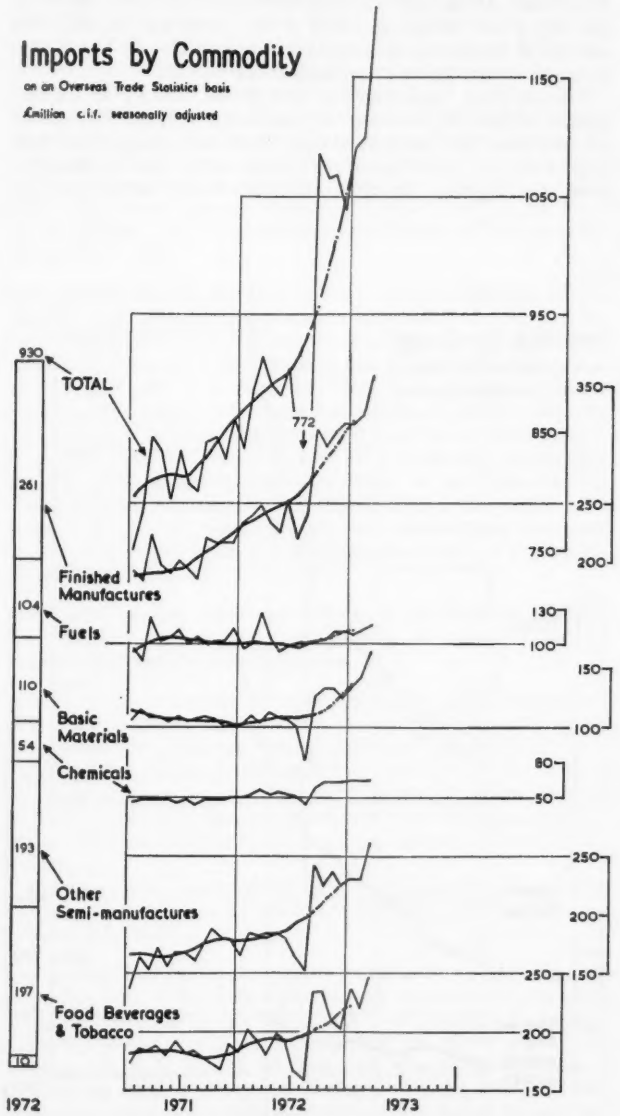
Imports of **fuels** were somewhat higher in value in the first quarter of this year: at £112 million a month they were 8 per cent higher than the average for the second half of last year. All the increase in value was in oil imports, coal imports being unchanged.

The recent expansion in our domestic economy and manufacturing output has led to a further increase in imports of **industrial materials.** In the first quarter, imports of industrial materials, comprising basic materials and semi-manufactures, and including chemicals, reached £450 million a month, an increase of some 20 per cent compared with the average for the last half of 1972. The increase was divided roughly equally between increased volume and higher prices. The depreciation of sterling following the floating of the pound accounted for a large part of the price rises. In value imports of basic materials were up by 28 per cent while imports of semi-manufactures rose by 16 per cent over the period, and there were increases of varying degree in most commodities within these two categories.



Among basic materials, imports of timber and wool accounted for rather more than half the increase in value in the first quarter with prices of both these commodities being much higher than in the second half of last year, because of world demand. European (Russian and Scandinavian) timber prices have risen to North American levels because of increasing demand. Importers, too, are trying to re-build timber stocks after running them down in recent years.

In the first quarter, imports of chemicals were, at £64 million a month, 13 per cent more than the average of the second half of last year; an extremely strong rate of increase compared with an average annual growth rate of around 12 per cent since 1957 (though in 1972 it was a little higher at 16 per cent). There was some growth in most chemical products although imports of chemical elements and plastic materials accounted for rather more than half of the total increase in chemical imports.

Over three-quarters of imports of semi-manufactures are goods other than chemicals, and in the first quarter of this year, their value rose to £240 million a month, an increase of 16 per cent, and there were widespread increases in all categories comprising this particular group of imports.

Price rises in some commodities contributed in part to their increased rate of growth, but there was also a rise in volume; prices of copper, aluminium, iron and steel were especially high. The value of imports of non-ferrous metals, iron and steel, wood manufactures, textiles including woven cotton manufactures, rose markedly in the quarter, while there were moderate increases in other imports such as paper and newsprint.

Imports of **finished manufactures** continued to grow, and in the

(continued on next page)

TABLE 5. IMPORTS: COMMODITY CLASSES¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif per month

	1972					1973
	Year	1st qrt	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
FOOD, BEVERAGES AND AND TOBACCO	197	193	191	187	215	235
Food and live animals	175	169	172	169	192	205
Meat and meat preparations	45	42	44	42	52	57
Dairy products and eggs	21	26	21	20	18	21
Cereals and animal feeding stuff	28	24	28	30	32	39
Fruit and vegetables	36	35	35	34	40	43
Beverages and tobacco	21	25	20	18	23	31
Beverages	11	11	11	10	14	18
Tobacco	10	14	9	7	10	13
FUELS	104	107	99	100	108	112
INDUSTRIAL MATERIALS	358	333	344	336	419	450
Basic materials	110	105	109	100	129	146
Crude materials	103	96	101	93	121	138
Oilseeds, oil nuts and oil kernels	4	3	4	5	5	8
Wood, lumber and cork	21	22	20	16	26	34
Wool and other animal hair and tops	9	7	8	8	13	15
Animal and vegetable oils and fats	7	8	7	7	8	8
Chemicals	54	52	53	50	62	64
Other semi-manufactures	193	177	183	186	228	240
FINISHED MANUFACTURES	261	241	236	258	308	334
MISCELLANEOUS	10	9	13	10	10	10
TOTAL	930	879	892	890	1,057	1,134

¶ See note 1(b).

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first quarter of this year rose to £334 million a month, 18 per cent more than the average for the second half of last year. While prices rose moderately, with the depreciation of sterling, there was also a substantial increase in the volume of these goods imported. Arrivals of machinery and transport equipment (mostly capital goods) at £242 million a month were up by a fifth in value: among this commodity group imports of road motor vehicles increased by 14 per cent compared with the second half of 1972.

The increase in imports of other consumer goods (in Sections 7 and 8 of the *Overseas Trade Statistics*) was widespread in the first quarter: the value of imports of clothing and footwear, though, did not rise quite so fast as the rest of consumer goods. The value of imports of ships and aircraft also increased markedly in the quarter: the timing of arrival of these large items tends to make the figures less than smooth with the fluctuations inherent in the series. The level of £19 million a month in the first quarter was 15 per cent higher than the average for the last half of 1972.

Sources of imports

A large part of our imports in the first quarter came from the industrialised areas of Western Europe and North America. Imports from **Western Europe** showed strong growth, reaching £552 million a month, 18 per cent more than the average level of the second half of 1972, with imports from the enlarged Common Market group of countries, and from the remaining EFTA group rising at about the same rate in the quarter. There were increases in imports from most of the Western European countries (including the Irish Republic); those from Western Germany and the Netherlands were up by a quarter in value with high imports of cars and dairy produce contributing to the increase. High value timber imports accounted for a large part of the strong growth in the value of imports from the Scandinavian countries while high imports of dairy produce and bacon helped to maintain strong growth from Denmark. Imports from France increased by about a fifth in value, while imports from Italy and Belgium and Luxembourg were little changed from the level of the second half of last year.

Imports from **North America** last year did not entirely recover the ground lost in 1971, but in the first quarter of this year they have surged forward again to increase to £184 million a month, at a rate of increase of 22 per cent compared with the monthly average for the second half of 1972. Imports from the United States were on average £125 million a month, while those from Canada were £59 million a month, rises of 22 and 17 per cent respectively. Higher imports of wheat, tobacco and cotton and synthetic textiles influenced the United States imports in the quarter, while those imports that affected imports from Canada were in the main wheat, copper and timber.

At £206 million a month there was a 12 per cent increase in imports from the **Sterling Area** countries outside Europe in the first quarter of this year compared with the average monthly level for the last half of 1972. There were marked rises from most countries, both developed and developing. Imports from Australia and New Zealand each rose by 16 per cent largely on account of high imports of meat and dairy produce associated with high prices. Imports from South Africa were markedly higher also rising at a rate of 13 per cent above the average level of the second half of 1972. The increase in the developing sterling area as a whole was 14 per cent; increased copper prices contributed to the increase.

Imports from **Latin America** have grown strongly in the first quarter of this year. In value, they reached £36 million a month, 29 per cent more than the average level for the second half of last year. High meat and copper prices contributed to the increase especially from the Argentine Republic and from Chile: there were high

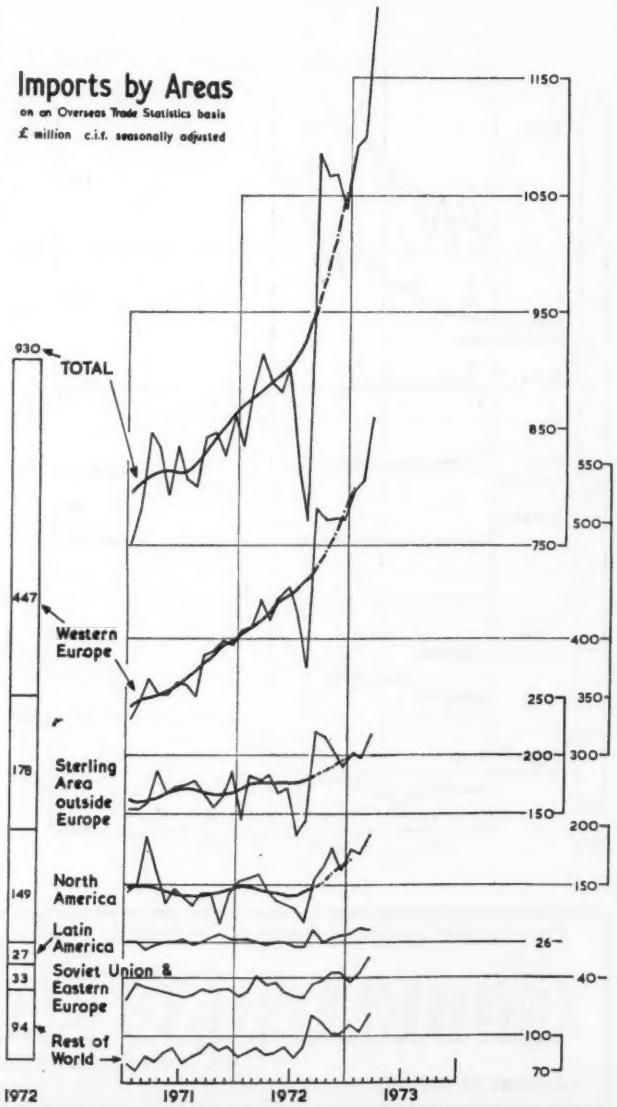

TABLE 6. IMPORTS: AREAS¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif per month

	1972					1973
	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
STERLING AREA outside Europe	178	169	174	165	204	206
Australia	24	20	23	22	29	30
New Zealand	21	24	20	19	21	23
Republic of South Africa	25	21	26	23	29	29
WESTERN EUROPE*	447	416	433	436	503	552
EEC*	293	275	284	289	326	361
Western Germany	70	63	67	70	81	94
Netherlands	51	49	53	48	55	65
Belgium and Luxembourg	26	22	26	28	29	29
France	50	45	48	49	59	65
Italy	29	26	27	30	35	32
Irish Republic	37	42	36	36	34	37
Denmark	29	27	29	28	32	34
EFTA*	134	122	127	133	156	169
Sweden	43	39	41	39	51	56
Norway	18	18	18	17	19	21
Finland	21	21	20	18	24	26
Other	19	20	18	18	21	24
NORTH AMERICA	149	155	138	134	169	184
USA and dependencies	98	103	86	91	113	125
Canada	50	51	50	44	57	59
LATIN AMERICA	27	27	26	27	29	36
SOVIET UNION AND EASTERN EUROPE	33	31	33	26	42	46
REST OF WORLD	94	86	87	97	106	111
Japan	26	22	22	28	33	32
TOTAL	930	879	892	890	1,057	1,134

¶ See note 1 (b).
* See Note 1 (f).

values of wool imported from Uruguay, and imports from Brazil were also exceptionally high (consisting mainly of coffee and iron ore).

Imports from the **Soviet Union and Eastern Europe** continued their expansion being 35 per cent more on average in the first quarter than the monthly rate for the last half of 1972, with the increases spread over a wide range of commodities.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 1 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the *Trade Statistics* (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the *Trade Statistics* (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual Pink Book, *United Kingdom Balance of Payments 1972* (Table 6 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analysis of trade. The values of total trade and the main components of exports and imports in Tables 3 to 6 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Table 1. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analysis of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 3 to 6. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above.

1(d) Recording of exports. The new system for the documentation of exports to ensure full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

Regular assessments of the quality of recording under the new system have shown that, since the beginning of 1972, there has been no need to make adjustments to the export figures for either a shortfall in documentation or a change in the speed of submission of documents.

The new system for recording exports and the methods used to monitor its accuracy are described in an article in *Trade and Industry* February 15, 1973.

1(e) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

1(f) Area analyses of trade. To take into account the change in composition of selected areas arising from the entry on January 1, 1973 of the Irish Republic and Denmark into the enlarged EEC the area headings in tables 3 and 6 of this article have been revised or re-defined. Figures for the Irish Republic are included with those for Western Europe and the EEC and to avoid double counting have been excluded from the Sterling Area which has now been designated as 'Sterling Area outside Europe'. Figures for Denmark are of course included with those for the EEC and not EFTA. In order to facilitate meaningful comparisons with past periods all figures in both these seasonally adjusted tables are on the present 1973 definition of the selected areas and groups of countries. The analyses in the text are based on the figures in these tables. Standard definitions of all areas and some economic grouping of countries are shown in the *Overseas Trade Statistics of the United Kingdom.*

1(g) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including transport, travel, and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

2. Overseas Trade Statistics. Detailed particulars of United Kingdom imports and exports for March (with cumulative totals) were published on May 8* and further analyses of the figures will be found in the tables on external trade in the *Monthly Digest of Statistics*†.

* *Overseas Trade Statistics of the United Kingdom*, March 1973, published by HMSO, price £1.85 (annual subscription £25.05).

† *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

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ENGINEERING INDUSTRIES

Sales and orders (SIC orders VII, VIII and IX) Trends in February

SALES and net new orders in the engineering industries have continued to rise strongly by volume in recent months, and order books have shown further marked growth. These trends are evident for both home and export markets in the latest figures now available, including provisional index numbers for February.

The trend estimates for the volume of sales increased by 7.5 per cent in both the home and export sectors between November and February. The increases in the trends of net new orders in these markets were even more substantial, with export net new orders higher by 23½ per cent over the period, and home net new orders showing a growth of 14½ per cent. As a result of these record rates of inflow, the trends in export, home and hence, total orders-on-hand all increased significantly, by 4 to 4½ per cent between November and February. Preliminary estimates from the more detailed analysis, which will be published in the Business Monitor (see below), indicate that all three main sectors contributed to the overall growth but with the electrical engineering industry showing the strongest increases; there was considerable support also from the larger mechanical engineering sector.

The new results published in this table for the combined engineering industries (SIC Orders VII, VIII and IX) are based upon an inquiry relating to February 1973, and the response of 68 per cent to the inquiry is a little low, but considered sufficient for the publication of provisional estimates for this month. Taking into account the returns now received for December 1972 and January 1973, the response rates for these months were 91 and 79 per cent respectively.

Business Monitor PM ENG, Engineering (Volume indices of sales and orders), which provides more detailed statistical tables and analyses of the engineering industries, is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders, for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical engineering, instrument engineering and electrical engineering respectively).

INDEX NUMBERS FOR THE COMBINED ENGINEERING INDUSTRIES (SIC ORDERS VII, VIII AND IX) (a)

Volume index numbers:
Orders-on-hand, December 1963 unadjusted = 100
Net new orders and sales, 1963 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend Estimates									
1971 August	117	139	136	100	134	132	176	150	145
November	118	141	137	102	141	135	176	140	143
1972 February	118	134	140	102	137	141	173	126	139
May	117	131	140	101	134	143	173	124	131
1972 July	119	142	143	103	146	145	174	132	136
August	119	148	145	104	152	147	174	136	139
September	120	154	149	105	158	151	174	142	144
October	121	161	153	106	165	155	175	152	149
November	123	170	158	108	172	160	176	164	155
December	124	179	163	110	180	164	179	177	160
1973 January	126	189	167	111	189	168	181	191	164
February	128	199	170	113	197	172	184	203	167
Percentage Increase (c)									
November 1972 to February 1973	4.5	17.0	7.5	4.5	14.5	7.5	4.0	23.5	7.5
Seasonally Adjusted									
1969	123	136	130	106	132	130	181	147	131
1970	122	136	136	105	131	132	183	147	146
1971	119	134	137	102	131	133	175	141	145
1972	123	148	146	108	151	148	178	140	141
1971 3rd quarter	118	144	136	101	140	133	178	156	145
4th quarter	119	138	137	102	139	134	175	137	144
1972 1st quarter	117	134	140	101	138	142	172	122	136
2nd quarter	118	143	142	103	144	143	174	141	138
3rd quarter	120	148	144	105	154	147	172	132	136
4th quarter	123	168	158	108	167	159	178	169	155
1972 January	118	147	142	104	155	142	169	125	143
February	119	130	136	103	129	139	176	134	129
March	117	125	143	101	131	145	172	107	135
April	117	141	142	101	142	143	172	137	137
May	116	142	144	101	140	145	173	147	141
June	118	145	140	103	151	142	174	137	135
July	119	148	140	104	151	143	175	140	130
August	120	153	146	104	155	151	177	148	134
September	120	142	146	105	155	146	172	107	145
October	121	167	157	106	167	159	174	166	153
November	122	170	160	108	171	160	175	168	160
December	123	166	155	108	163	157	178	174	151
1973 January	126	195	174	111	200	175	180	180	172
February	131	212	171	115	207	173	189	224	163
September 1972–November 1972 (av)	122	160	154	108	164	155	175	147	153
December 1972–February 1973 (av)	131	191	167	115	190	168	189	193	162
Percentage increase (b) (c)	7.5	19.5	8.0	7.0	15.5	8.5	8.5	31.0	6.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point for statistical convenience.

Northern Ireland index of production

THE provisional index of production for March 1973 is 176. This is nine points higher than the index for February 1973 and 24 points higher than for March 1972.

The index numbers for the main industrial groups with the increase or decrease on March 1972 shown in brackets are: textiles 269 (+37 points), clothing 137 (+2), engineering and metals 135 (+21), food, drink and tobacco 131 (+11), timber and furniture 148 (+7), mineral products 163 (+17), other manufacturing industries 252 (+57), gas, electricity and water 240 (+25).

New companies incorporated in Northern Ireland during April

DURING the month of April 1973 57 private companies with a total nominal capital of £465,100 were registered in Northern Ireland.

During the period January–April 204 companies with a total nominal capital of £2,201,360 were incoporated as compared with 141 companies with a total nominal capital of just over £1,026,000 incorporated in the same period in 1972.

Business Monitor

THE following titles and issues of Business Monitor are now available. An asterisk against the reference number indicates a new issue.

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P 33 Jewellery for fourth quarter
P116 Surgical instruments and appliances for fourth quarter
P 18 Paint for fourth quarter
P 72 Warp knitting for fourth quarter
*P149 Electrical equipment for motor vehicles, cycles and aircraft for third and fourth quarters
*P139 Brewing and malting for second, third and fourth quarters
*P141 British wines, cider and perry for second, third and fourth quarters
P 45 Miscellaneous stationers goods for fourth quarter
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Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Lugdate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (Tel: 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

The Bankruptcy Acts 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended March 31, 1973, and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four quarters are as follows:

Receiving orders and administration orders	1st qtr. 1973	4th qtr. 1972	3rd qtr. 1972	2nd qtr. 1972	1st qtr. 1972
High Court	363	369	263	426	356
County Courts	716	664	582	746	838
TOTAL	979	1,033	845	1,172	1,194
Deeds of arrangement Total number registered	29	21	22	25	25

Information regarding the quarter ended March 31, 1973 was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated May 22, 1973.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Court of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, June 1, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Goosey Goosey	BR/E 36832/3/6/78	32	May 29	Hemdale Film Distributors Ltd.	Ferrestone Films Ltd.
Theatre of Blood	BR/E 36834/3/6/78	104	May 29	United Artists Corporation Ltd.	Cineman Films Ltd.
Sydney Opera House 1972 (Australian Colour Diary No. 41)	BR/E 36836/3/6/78	9	May 31	Columbia-Warner Film Distributors Ltd.	Australian Commonwealth Film Unit
Movietone News 2295	BR/E 36741/3/6/78	8	June 1	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2295 A	BR/E 36742/3/6/78	8	June 1	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Showdown	F 36830	99	May 29	Cinema International Corporation (UK)	Universal Pictures
The World's Greatest Athlete	F 36831	132	May 29	Walt Disney Productions Ltd.	Walt Disney Productions
Godspell	F 36833	102	May 29	Columbia-Warner Distributors Ltd.	Lansbury Duncan Productions
Tombs of The Blind Dead	F 36835	85	May 29	Butcher's Film Distributors Ltd.	Plata Films, Madrid and Interfilme P.C., Lisbon
Hammer	F 36837	89	May 31	United Artists Corporation Ltd.	Essaness Pictures Corporation

Note:
The title of the film 'Zoo Robbery' registered on April 26, 1973 has been corrected to 'The Zoo Robbery'.

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Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

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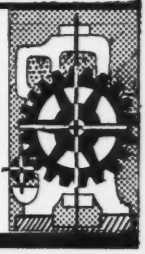

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